SOAP.

A Monthly Magazine for Soapmakers

Vol. 1 MARCH, 1926 No. 77

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SOAP
A Monthly Magazine for Soapmakers

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Glycerin from the Short Side

Some mid-western glycerin producers are reported to have sold ahead quite freely, evidently in the belief that the present market is none too certain at prevailing prices. Smaller demand and lower prices following a long period of active demand, reduced surplus, and a strong market, have apparently unsettled their confidence. The fact that they have sold forward positions indicates without question that their expectations are for lower prices. Based on information which has come to SOAP, however, their position on the short end of the market is not quite as tenable as surface indications might lead them to believe.

The United Kingdom Glycerin Association has practically removed itself as a factor in the American market during 1926. Its members do not want American business, because they have not got the stocks to take care of it. Where, not so long ago, there were up to 25,000 tons of crudes on hand in England, today the surplus stocks are practically negligible—a few hundred tons. Perhaps the association will not admit this, but the information is from a source which has an unimpeded view of the English market. Furthermore, the glycerin producers of the United Kingdom can sell their glycerin at home at such prices that it would be to their disadvantage to quote the United States anything under 16c., duty paid at an American port.

Looking from England to the American situation—demand here continues far in excess of production. If consumers cannot secure foreign glycerin, they will quite evidently be forced to buy in the American market, and purchases will be made here at prices close to a parity with the cost of foreign goods. It is on this basis that some factors insist that the crude lye price in the United States will be 15c. Because of American dependence on the foreign markts to a great extent, the situation in the United Kingdom cannot be ignored. If the situation is as it is pictured, and there is every reason to believe that this is an accurate view, there does not appear to be a great deal of strength in the position of those playing the market from the short side.

If a product is worth advertising, advertise it. If it is not worth advertising, don't waste the money for it will not take buyers long to find out the truth. Advertising places a manufacturer's seal of approval on his products.

Industry Publicity

If the paint, varnish, various fruit growing and other industrial groups can increase the sale and consumption of their products by cooperative publicity and advertising, why is it not in the province of the soap industry to do the same? In the case of paint and varnish, competition, price-cutting, and all other troubles to which the industry is heir, were a part of the business when the idea of cooperative publicity was first introduced. Some members of the industry guffawed loudly at the very thought; others merely snickered quietly. Its opponents were many and its chances of success were not considered good. In spite of all opposition, the success of "Save the Surface and You Save All" has been well established fact for several years.

In the soap, household insecticide and disinfectant industries, the appeal of disease prevention is very strong. Each group naturally must attack the problem from its own particular point of view. "Clean hands are safe hands,"—"Wash your hands with soap before every meal,"—these slogans coupled with the proper copy represent the general type applicable to the soap industry. For the disinfectant

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and insecticide industries, which are now seriously considering the idea of co-operative publicity, there are likewise innumerable slogans and catch-lines available.

To the soap-maker in the throes of competition and sales problems, it is difficult perhaps to give thought to an idea which is, at this time, apparently visionary. Each is too busy with his own troubles to give heed to something which might benefit the industry as a whole, and hence help his own business. More soap can be used and more sold, but it will not help the rank and file of the industry to allow six or seven of the leaders to do all the sowing and most of the reaping. The paint and varnish publicity idea aided every manufacturer in the industry. Soap and soap products, because of their very nature, are even more suitable as subjects of unified publicity than paint and varnish. For the soaper, every soaper in the country, there is the seed of an idea here which will help business. But, who will sow it, and where?

Face the sun and the shadows fall behind.

The First Pebble

The manufacture of household insecticides in its present form represents a comparatively new industry. The old type roach powders, fly killers, and other insecticides are still doing business at the old stand. To augment this trade, however, has sprung up the production of spraying insecticides of a non-poisonous character to repel flies, mosquitoes, and other insects. The popularity of insecticides generally has been aided by this new type and its success reflects the growing appreciation in the public mind that insect extermination is a necessary step in good health.

New industries have the advantage of old ones in that the manufacturers which go to make up any group, are all starting from scratch. There are no abuses, because there has not been time for them to develop. With a clean slate, this is the time to arrange to keep it clean. The greatest abuse and one which causes more unnecessary losses in business every year than perhaps any other, is price-cutting.

In the field of household insecticides, there has been comparatively little price-cutting thus far, if any. What goods have been sold, and they have bulked large during the year past, have commanded full prices. There has been no necessity for producers, jobbers, or retailers to cut. Business has been done on a fair margin and should be kept on the same basis.

If there has been little or no price-cutting, why warn against it? Because, the insecticide industry in its youth can now prepare to avoid this pitfall which has injured business the world over for many years. Just as an ounce of prevention is worth a pound of cure, it is the falling of the first tiny pebble which starts the avalanche.

Constructive criticism should never engender anger.

A Business Sick-Headache

The president of the largest bank in the United States recently made the statement publicly that unless American business slowed down and ceased expanding at the rate which characterized most of 1925, that industry generally was due for a "sick headache." The banker in question believed, judging from the tenor of his statement, that things have been progressing a trifle too fast in the United States for the good health of industry and business. He probably had in mind chiefly the various land booms which have been under way in various parts of the country, and the unprecedented floating of new security issues. Nevertheless, his remarks can be viewed from two angles by business men.

From the critical angle—a statement of this character from a recognized industrial authority is quite apt to engender fear in the heart of business. It is not a long step from fear to panic. Although such a thing may appear very remote, a broadcast opinion from such a source as this, is the very thing which is likely to make every doubtful buyer shut down on his purchases. And, buying lulls do develop into periods of bad business. A public utterance of this character is dangerous, particularly when it is realized from whence it comes. Then, from the other side, the facts of the case demand to be heard. Without question, the statement was in all likelihood based on a knowledge of facts which not one business man in a thousand possesses. That his warning is worth heeding, particularly by real estate promoters, and the stock and bond fraternity, is quite obvious. The froth of business—the speculators, promoters, in fact, all the non-producers—is boiling a trifle high in the kettle.

Harken back to the days of 1921, and it will be remembered that scared buyers quit buying over night. Instead of saving money, the subsequent effect of simultaneous cessation of buying was paid for handsomely by every manufacturing consumer. Thus, the prediction of a "sick-headache" for business, by engendering sudden fear and panic, may produce the very thing which he warns against.

Peculiarities of Liquid Soap Shampoos

Preparation of Coconut, Olive, Almond, and Mixed Oil Bases in Small Scale Manufac.ure

THE demand for liquid toilet shampoos has never been greater than it is today, according to C. Doubleday in the *Chemist and Druggist* of London. What applies to the English trade is very probably true of conditions in the Western Hemisphere as well. For a number of reasons, the chief of which is probably superior detergent qualities, and also an abundance of soft lather produced, as well as convenience in using, the liquids have quite thoroughly replaced powders and other forms.

Liquid soap shampoos are virtually solutions of soft soap in water with sufficient alcohol to aid thorough saponification. At one time, more alcohol was used to prevent a slight gelatination, but that is not now necessary. The popular demand in bulk shampoos being for those with a high viscosity, this can be obtained by leaving the shampoo exposed to air for a week, or a fortnight at the most. Emulsified coconut shampoos popularized the liquid variety, but the demand for coconut preparations is probably not so great as it was. The reasons are the difficulty in covering the odor of the oil and the fact that some coconut shampoos leave the hair in a slightly greasy condition. This should not be so, however, even if made by the cold process; the user may not have studied the directions for use, or the latter may not be complete. But it is not always the fault of the user; it may be due to faulty manufacture. It seems an easy matter to saponify oils with a caustic alkali, but those who understand, appreciate the fact that things are not always what they seem. It is possible to obtain an apparently correct result and yet be wrong.

Some Oils Make Greasy Shampoos

FOR example, a supposed test is to put a bit of the finished soap in water, and if no trace of oil is shown, the soap is ready for use. In most cases this may answer, but it must not be forgotten that an oil can be made miscible with water in the form of an emulsion. And that is what happens; the solution contains a certain amount of free oil sufficiently saponified to be miscible with water, but not enough to avoid, when used, a slight greasy condition of the hair. Almond oil or peach kernel has this peculiarity, besides giving a soft lather; it can be thoroughly saponified and yet leave a minute trace of grease. This is, of course, valuable as a selling point for a shampoo intended for dry hair. Lard is another fat which has this property, due to the high acid values of these fats.

Know Alkali and Sap Values

LIQUID soap shampoos can be made with a proportion of caustic soda provided sufficient alcohol is used, but the clearest products are those made with caustic potash. It might be stated at this point that a small percentage of caustic soda improves the lathering properties.

The commercial varieties of caustic potash vary from 75 to 89/90 per cent. It is impossible to produce a satisfactory shampoo if the strength of the alkali and the saponification values of the oils used are not known. It is difficult always to obtain an oil with a standardized saponification value; one source of supplies may show a difference of 10—in fact, many oils do show such a range. For the purpose of a guide the following table of oils and fats will prove useful:—

Saponification Values

Almond	189—195
Coconut	230—268
Castor	176—186
Cottonseed	191—194
Peanut	185—195
Linseed	185—195
Lard	195—196
Olive	185—195
Palm	196—205
Palm Kernel	242—250
Peach Kernel	189—192
Rape	167—178
Soya-bean	192—194

Coconut oil is usually given as 260, but experience shows that it varies. The weights will be useful for those who work by measure for fluids.

Coconut shampoos have, up to a short time ago, held the pride of place for lather-producing properties, but it is possible to obtain the same profuse lather with other oils. The cold process formula has one fault. It leaves behind the odor of the oil, but, if suitably perfumed, it is more pleasant than otherwise. It must be also understood that better prices must be obtained for shampoos from other oil, so that it is well to make a distinction. This shampoo, however, has one great advantage, it can be readily produced without steam-jacketed pans. All that is needed is stoneware jars and barrels.

Formula for Cold Process Coconut

Coconut oil	40 lb.
Caustic potash (90 per cent.)	4½ lb.
Caustic soda (96 per cent.)	4 lb.
Alcohol, denat.	2½ gal.
Water to make	20 gal.

Dissolve the alkali in two gallons of water. Melt the oil, and while still warm (not hot) pour in the lye in a thin stream, stirring all the time. Then add the alcohol and continue stirring until of a clear honey color; there is no necessity for violent agitation. Saponification takes about twenty minutes, completion is denoted by the solution giving off a vapor with a pungent, fruity odor, and also by the thin film of soap shown on the surface. At this stage the shampoo can be left to stand.

It is not necessary to allow the melted oil and potash to cool before mixing; adding together at a temperature of about 120° F., saponification is expedited and is more complete. It is advisable to allow the solution to stand for an hour before adding the remainder of the water. Lack of patience may mean some free fat being thrown out of solution; this is one of the causes of failure when using the cold process. Through containing soda, a certain amount of sodium stearate is thrown out, and after three days settles as a deposit. If the clear soap is syphoned off as it is wanted, little time is wasted in filtering the remainder. A calico bag and a tale is all that is necessary.

To avoid the odor of the oil the hot process must be used; this entails the use of steam-jacketed pans, or for small quantities a water bath.

Hot Process Coconut

Coconut oil	40 lb.
Caustic potash (90 per cent.)	11½ lb.
Alcohol, denat.	½ gal.
Water to make	20 gal.

Melt the oil at a temperature of 120° F., then add the alkali dissolved in four gallons of water and cooled to the same temperature. Stir for a short time to emulsify, then add the alcohol, gradually raise the heat to 180° F., and keep at that temperature until thoroughly saponified.

Soft soaps made by the hot processes are best left covered for at least twenty-four hours, and at a temperature not lower than 60° F., before adding the water up to bulk. For the purpose of giving a clearer solution, six ounces of potassium carbonate may be added.

The following formulas all contain a proportion of coconut oil; in some cases it serves to cheapen the formula, but that is not the object of its inclusion. Soaps made with this oil are most suitable for hard waters, which need those that give a profuse lather.

Olive Oil Shampoos

IT is a mistaken idea of the public that these shampoos should be green; therefore, in this formula at least 50 per cent of olive oil should be the proportion if color is to be a factor. This percentage will give a greenish color, but not a decided green; sufficient, however, to claim that the article contains no added coloring matter. As a matter of fact, it is seldom that a soap made only of olive oil will be a decided green. If palm oil is used to cheapen the formula, chlorophyll will have to be included; but as a selling point the most that can be claimed is that it contains no artificial coloring. For the sake of brevity a palm and olive oil formula is given:—

Olive oil	4 lb.
Palm oil	8 lb.
Coconut oil	8 lb
Caustic potash (90 per cent.)	5 lb.
Alcohol, denat.	3 pints
Water to make	10 gal.

Dissolve the potash in two gallons of water. Heat the oils at a temperature of 120° F., then pour in the potash lye and stir steadily until emulsified. At this stage, add two and a half pints of alcohol, stir, and raise the temperature to 180° F., and continue stirring until saponified. Leave covered for twenty-four hours, then dissolve in the remainder of the water. To improve the lather the following additions will be found useful:—

Glycerin	16 oz.
Borax	1 lb.
Potassium carbonate	8 oz.
Oleic acid	1 oz.

Add the oleic acid in the remaining half pint of spirit. This shampoo is much superior to ordinary soft soap dissolved in spirit and water.

The following notes will be found useful:—In stirring soft soaps, little violent agitation is necessary; otherwise a thick, curdy skin of soap forms on the surface. Stirring prevents the soap from bubbling over, this being caused by action of the alkali with the fatty acids. Coconut oil saponifies much quicker than most other oils, so that a test must be given to determine complete saponification. The simplest one is that if a small piece of the soft soap is placed in water, it should sink, and when dissolving should not make the water too cloudy. Also, if a small portion is held up to the light, it is transparent. The edges may be clear, but if there is any sign of a milky ring, the operation must be carried farther. Liquid soap shampoos must not be filtered clear, as some of the soap will be removed.

Making Pine Tar Shampoos

THERE are two kinds now necessary, dark and light, and both may be made with all linseed oil or contain a proportion of coconut oil. This makes a dark shampoo.

Linseed oil	4	lb.
Coconut oil	2	lb.
Caustic potash (90 per cent)	1	lb. 7 oz.
Alcohol, denat.	12	oz.
Tar	8	oz.
Rectified oil of tar	2	oz.
Bornyl acetate	½	oz.
Water to make	3	gal.

Heat the oils and tars at a temperature of 120° F.; then, add the caustic potash dissolved in 4½ pints of water. Stir slowly until emulsified, then add the alcohol; stir again and raise the heat to 180° F., and continue at this temperature until thoroughly saponified.

Leave covered for twenty-four hours, then dissolve the soap in the remainder of the water. As in olive oil shampoo, palm oil may be included, and the addition of glycerin, borax, oleic acid, potassium, carbonate is an improvement. No other perfume is required, but bornyl acetate helps to impart a fresh odor of pine; also a mixture of two tars gives a better odor.

For the light-colored shampoo the only change necessary is to leave out the tar and use 8 oz. of the rectified oil. This is the variety of shampoo which created the demand for those with a higher viscosity.

Almond Oil Shampoo for Dry Hair

THIS is only required as a specialty for dry hair, and is much like the others, except that it contains a small portion of almond or peach kernel oil. Price of this oil does not permit of 50 per cent being used, but for the sake of "truth in advertising" 20 per cent is included:—

Almond or peach kernel oil	2	lb.
Palm oil	4	lb.
Coconut oil	4	lb.
Caustic potash (90 per cent)	2½	lb.
Alcohol, denat.	2	pints
Water to make	5	gal.

Melt the coconut and palm oils, remove from source of heat, and then add the peach kernel oil. If the last-mentioned oil is known to be fresh, it may be added with the others. Meanwhile dissolve the caustic potash in one gallon of water, allow to nearly cool, pour into the melted oils, and stir slowly. Then add the spirit, stir again to emulsify, then commence heating again. Glycerin, borax, etc., help to improve this shampoo also.

General Points to Remember

IF there is any doubt about the freshness of the oils, the method of saponification differs, because it has been found that if made too hot before adding the lye, the odor of stale olein is apt to be persistent.

Sufficient has been written to show that there is little difference between one shampoo and another. The large proportion of water does not make a great difference in cost per gallon. In soft soaps, the cost of the oils does make a big difference, and for those who wish to make small quantities, the following may prove useful:—Fish oil soaps are always distinguishable by their objectionable odors. Cottonseed oil soaps are liable to acquire a rancid odor after keeping, and are therefore not to be recommended for the toilet trade; as a rule, this oil takes more saponifying than others,—when included in a linseed oil formula this point must be remembered. Palm oil soaps, even if green when first made, always turn an amber color. Rape oil always imparts its peculiar odor to the soap; linseed oil also, but in this case the soap has a "clean" odor, ideal for tar, but difficult to cover in olive and peach kernel, shampoos. Castor oil in a shampoo has the "sensation" of free fat when used; soya bean oil soaps give a good lather. With the exception of coconut oil, experiments show that a formula of mixed oils gives the best lather.

The Newer Fixatives for Soap Odors

Development of Balsamic Extract, Resinoids, and New Synthetics, Claiming More Lasting and Improved Odor Effects

By Dr. Otto Gerhardt
in the Seifenseider Zeitung, 1926, 4-6.

THE fixation of the perfume in toilet soaps has always been a process which made certain demands on the ingenuity of the perfumer. Although each and every soap manufacturer has been accustomed to regard his practices as a trade secret, nevertheless at the present time there is undoubtedly need for a fixing medium, which should be as superior as possible to those that have been used for this purpose up to the present time.

The present preference of the perfumer is well known to be directed towards those heavy, lasting perfumes which change their odors during the course of their activity. Such perfumes are referred to as idal, chypre, origan, mitsouko, etc. The use of such perfumes for general toilet purposes and for perfuming the handkerchief has given rise to difficulties which have not been so marked as in the case of soap perfuming, for the reason that the question of price was not a pertinent one in manufacturing toilet perfumes, while in the case of soap perfuming, the price question is, of course, very important. While there has been a demand for soaps scented in this manner, still the costliness of the perfume has been a deterrent factor.

This, however, has been only one of the difficult conditions involved in the perfuming of soap. The other is the fact that the odors employed must be "soap-fast." In other words, the perfumes must be resistant to the action of alkalies, which are to be found in even the best soaps. Then, finally, the perfume must incorporate perfectly with the soap and it must not be affected by light, particularly as today there is great demand for white or very delicately colored soaps. Then there is the condition that the odor last as long as possible. This entails a number of technical difficulties and will be touched upon in short detail. But before it is possible to discuss these matters intelligently, a word must be said regarding the properties and characteristics of the modern perfume preparations and the general methods employed in fixing them.

ONE matter that has been of importance and concern to the perfumer and the soap manufacturer is the use of odors and other agents in connection with odors, which will have the effect of producing a variation in the undertone of the odor so that the original odor will return again and again. The common practice has been to use a variety of perfumes in combination, these perfumes being characterized by strong fixing properties. The search that has been made for such substances has revealed within recent times that there is quite a series of new and unknown auxiliary materials which are of importance in this connection and which may be classified in the following manner:

In the first place, there is the type of "complete extract." It has been possible to remove all of the active ingredients that are found in drugs, principally of the resinous and balsamic type by extraction methods which are highly refined and very efficient. New methods have been devised for doing this so that the complete extracts are not admixed with inactive substances. Thus it has been possible to combine these extracts, no matter what the origin may be, to produce effects which have not been known up to the present time and which are particularly characterized by the fact that the action of the substance remains constant, and hence it is possible to weigh out exactly the correct quantity of the same in order to obtain a certain definite effect. Examples of such extracts are the products known as "clairs" made by Fa. Lautier Fils and the extra-odors made by Heins & Co. of the benzoe, styrax, tolu, etc., balsams and resins. This also applies to such articles as myrrh, iris, cedar, cloves, etc. These resinous fixing agents have an improved and more effective action than the ethereal oils that have been obtained up to the present time by steam distillation processes. This

is, of course, due to the fact that these new extracts do not contain appreciable proportions of ingredients of an inert character.

In the second place, there is the type known as resinoids. These materials represent the "complements" to the oils that are obtained by steam distillation. For without going any deeper into the methods that are employed in their manufacture it may be mentioned that they contain those ingredients of the original substance which remain behind in the latter, due to the fact that they are slightly volatile or not volatile at all when the oil is being distilled. A material of this sort is the "sapofixine" of Heine. The name of the material readily indicates that its chief purpose is to accomplish the fixation of perfumes in soaps.

In the third class, there are the new synthetic perfumes or fixing agents. Within the past few years the development of chemistry has not given rise to any new substances along these lines. What is meant is that there have been no new developments in the way of new substances that are new from the chemical standpoint. There are some developments, however, along these lines that are worthy of mention and that are of considerable interest to the soapmaker who desires to use the most effective means for fixing perfumes in soap. In this connection there should be mentioned the product which has been put on the market by the Chemische Werke Flora. This is a complex synthetic chemical, which is a brominated nitro product of butyl meta cresol methyl ether. This substance is in reality a brominated musk of the ambergris type. This product is important for it is claimed by the maker that it has all the properties of the very expensive ambergris. Another product which is not well known and which is also of great use to the soap maker is protofixin, which is made by Fabriken Sloneck & Co., A. G. This substance is also a complex product, but it contains not only a synthetic chemical but also fixatives which belong to the first two classes which have been discussed above. Thus it contains a resin or a complete extract combined with some synthetic perfume preparation.

AS far as the use of the aforementioned fixatives in the perfuming of soap is concerned, just the following need be used. In the manufacture of soaps with very fine, fleeting odors,—soaps of a high quality,—the various resinous and other fixatives which have been discussed above can be used in the form in which they come directly, by admixing with white soap and also light-colored soaps. For it is a fortunate condition that practically all of these materials are light in color and hence their addition to a white or light pink soap, for example, has no bad effect on the color. It is a fact that the highly perfumed soaps are generally of light color and hence the absence of harmful color in the fixatives is indeed a fortuitous circumstance. Then again, these substances are readily miscible with various ingredients of the soap. Furthermore, the fixatives are mostly liquid in form. It has also been found that in the few cases where these fixatives are dark colored, their addition to the soap does not appear to have any bad effect on the color or transparency of the soap.

It has furthermore been found that these substances are also very resistant to alkalies and as far as the writer has gained from his own experience, he has never had any difficulty with them from this standpoint. Hence, they may be used in admixing with such soaps that have not been entirely freed from their free alkali content. There are of course some of these fixatives which are quite sensitive to alkalies, but with their exception, the rest can be used without any fear of subsequent darkening of the soap or the formation of spots in the product. It has also been found that certain of the very fleeting flower odors, which have not been used by soapmakers in perfuming soap because of the fear that the odor would not last have been used with success when these fixatives are employed. Such an odor as lavender is referred to. It has been observed that when lavender, for example, was used in connection with the type fixatives in question in the perfuming of soap, that not only was the odor of the soap more full than heretofore, but also considerably more lasting.

In general, it may be said that the action of these new fixatives is such that if they are not absolutely indispensable for obtaining soaps perfumed in accordance with demands of the day for new and fine odors, they are at least of great importance in this connection, for they have the significant action of increasing the permanency of the odor. The experiments that have been carried out with artificial musk and other similar substances for producing the same effects have always resulted in soaps that possessed a more or less insipid or stale secondary odor, and it may well be understood that in the condition in which the soap business finds itself to-day, this certainly

did not aid the manufacturer in meeting present keen competition. In closing, it must be mentioned that these substances as a class are reasonably priced so that there can be no objection to their use from this standpoint.

Method for Rosin in Soap

A new method for determination of rosins in soaps, said to be quicker and more accurate than the Twitchell Method for low content of rosins, is based on the formation of aluminum resinate. Dissolve 3 to 3.5 grams of soap on a water bath in 60 cc. of water in a 300 cc. wide-neck flask and allow to cool slowly to room temperature. If the solution jells, add 20 cc. water, redissolve and let cool. Pour the solution with stirring into a mixture of 20 cc. of water and 16.5 cc. of aluminum sulfate (55.5 grams in 1 liter of water). Both solutions should not exceed 23 deg. C. in temperature. Immediately pour on a fluted filter and wash abundantly with cold water until the washings are neutral. Without waiting for the last traces of water to drain, wash the precipitate successively with 15 cc. portions of 65% ethyl alcohol, two of 90% ethyl alcohol, and three of 65% alcohol. If necessary, remove the precipitate from the filter, triturate with 65% alcohol and filter. All washings should be at 23 deg. C or less.

Titrate the combined first ten alcoholic washings with normal sodium hydroxide, add the last washing, transfer to a tared 300 cc. extraction flask, distill off the alcohol, dry first on the water bath and then in the oven at 100 deg. to constant weight. The weight corrected for the Na_2O used in the titration, gives the rosin present in the soap. The acids weighed are fatty acids which were displaced by the rosin acids and none of the latter is dissolved out. By assuming a molecular weight of 287 for abietic acid, the weight of acids calculated from the titration, should agree with 20 per cent of the weight found. In about 60% of the analyses, de Belsunce found fairly accurate agreement between the results of the titration and the weighing, but the former cannot be used safely to determine the rosin. With 3 to 15 per cent of rosin, the method gives results agreeing with the Twitchell Method; with less than 3 per cent of rosin it is more accurate than the Twitchell Method, and with more than 18% rosin cannot be used at all.

Caustic potash imports, in December, 1925, reached 881,409 pounds, valued at $53,668.

Mathieson Earnings Increase

Mathieson Alkali Works' net earnings in 1925 were considerably larger than in the previous year. The actual figure for the year ended Dec. 31, 1925, was $1,465,033, after allowing for Federal taxes, depreciation and operating expenses. The company's net earnings in 1924 reached $873,064. Surplus on Dec. 31, last, totaled $3,689,223 as compared with $3,169,687 at the end of 1924.

The company, in telling stockholders of progress made during 1925, said in part: "During the past year, extensive salt deposits in New York State were acquired, thereby fortifying the large investment at the Niagara Falls plant. From core drillings, it is estimated that the deposits now owned contain more than 18,000,000 tons of high grade salt, which is our basic raw material. The accident to our refuse setting basin at Saltville, a portion of which was destroyed by high water on Dec. 24, 1924, compelled us to acquire additional land and to arrange for the construction thereon of a large new basin at an expenditure of approximately $500,000, which is to be completed in Nov. 1926. On Jan. 1, 1926, dividends on the common stock were resumed. The company is continuing and enlarging its research work in the direction of developing plant economies and new products. On Jan. 1, 1926, the total number of stockholders of record was 819."

Formula for an Orris Soap

In a recent issue of *Les Parfums de France*, published at Grasse, France, the following formula for perfuming 60 kilograms of soap with orris was given:

Resinarome of Orris	300 grs.
Liquid Orris oil	200 "
Methylionone or Ionone	200 "
Geranium Bourbon oil	100 "
Sandal wood oil	200 "
Cedar wood oil	200 "
Bergamot	100 "
Petitgrain of America	50 "
Heliotropin	100 "
Musk Xylene	30 "
Impalpable Flor'ntine Orris pdr.	500 "

Glycerin exports in December, 1925, totaled 216,513 pounds, valued at $43,332. Over half of this went to Canada, with Chile in second place with receipts of $54,316.

Antoine Chiris Company

147-153 Waverly Place - - New York City

PHONES: SPRING 1187-1188

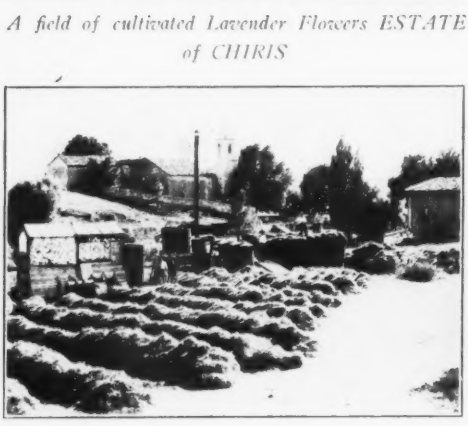
Chicago Office, 186 N. La Salle Street

Phone: Franklin 4598

BY an improvement of the method of distillation which minimizes the decomposition of the ester contained in Lavender and the use of stills of special construction, located at our Grasse plant, we are in a position to offer *Oil of Lavender* of an exceptionally fine quality.

A field of cultivated Lavender Flowers ESTATE of CHIRIS

Delivery of Lavender at the main factory of Ets. A. CHIRIS at Grasse.



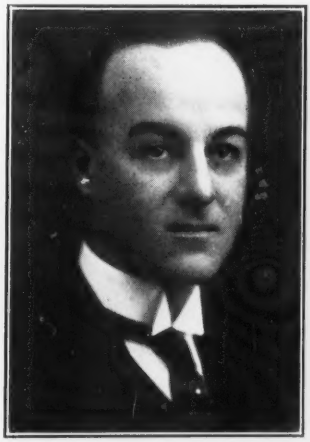
A temporary distilling plant of Etablissement A. CHIRIS

A portable still supplied to peasants by Ets. A. CHIRIS.

The Same ANTOINE CHIRIS GRASSE *Since* 1768

Oil Trades Elect 1926 Officers

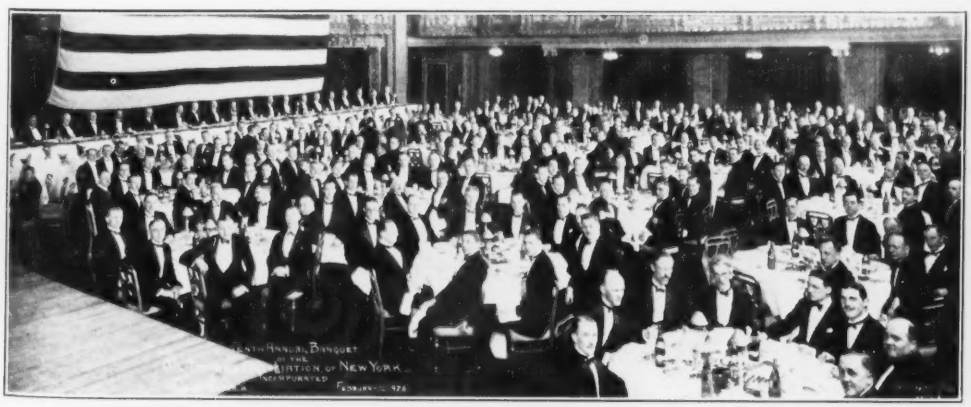
George Baum
Retiring President



Joseph N. Pigot
President 1926

Joseph C. Smith
Re-elected Secretary

Joseph N. Pigot of Pigot, Sayre Co., New York, was elected president of the Oil Trades Association of New York at the annual election of officers held Wednesday evening, Mar. 9 at the Waldorf-Astoria Hotel, New York, to succeed George Baum of Adam Cook's Sons, Inc. Other officers elected for the 1926 season include: H. Mart Smith of W. R. Grace & Co., New York, vice-president; Philip C. Meon of Borne-Scrymser, New York, treasurer. Joseph C. Smith of the Smith-Weihman Oil Co., was again re-elected secretary. Directors for 1926 include the following: Joseph N. Pigot, H. Mart Smith, Joseph C. Smith, Philip C. Meon, George Baum, Albert J. Squier, T. J. Skidmore, R. E. E. Hood, J. H. Redding, in addition to the following new members of the Board, F. W. McKee and A. A. Hoffman.



Tenth Annual Banquet of the Oil Trades Association of New York held at the Waldorf-Astoria Hotel on February 10. *Three hundred members and guests attended. Albert J. Squier,* 1918-19 *president, was presented with bronze statuette and elaborate radio set by membership for his services in behalf of the Association. George Baum, president, as toastmaster.*

Jergens Suit Up on March 22

Suit of the Andrew Jergens Co., Cincinnati, against the Bonded Products Corp., Brooklyn, N. Y., to compel the latter to cease manufacturing soaps under Woodbury labels for William Woodbury, reported to be a cousin of the late John H. Woodbury, founder of the soap business of that name, will come up for trial on Mar. 22 in the United States District Court at Brooklyn before Judge Inch. The Bonded Products Corp. some time ago refused to cease manufacturing soap for William Woodbury upon demand by Jergens.

William Woodbury some time ago entered a suit for damages of $1,000,000 against Jergens, following Jergens' demand upon the Bonded Products Corp. This suit was removed from the New York Supreme Court to the United States District Court by Jergens. William Woodbury on Feb. 15 started another suit for $1,000,000, but asking treble damages or $3,000,000, against Jergens in the U. S. District Court at Brooklyn, claiming damages under the Clayton Unfair Competition Act. In this latter suit, Jergens is accused of damaging Woodbury by manufacturing cold cream as well as soap under the Woodbury name.

In addition to the two suits by William Woodbury against the Jergens company, the suit of "John H. Woodbury and the John H. Woodbury Laboratories, Inc." of New York for $1,000,000 is still pending. This suit, however, has also been transferred out of the N. Y. State Courts to the U. S. District Court at the request of Jergens. All told, three suits against Jergens for $1,000,000 each are now pending in the Federal Courts and one by Jergens against the Bonded Products Corp., all growing out of the use of the name Woodbury on soap and toilet goods labels, which right Jurgens claim they own exclusively.

Walter E. Flummerfelt, manager of the Chicago branch of the Rhodia Chemical Co., New York, was elected secretary and treasurer of the Chicago Perfumery, Soap & Extract Association to fill out the term of M. Lammermeyer of Lumm & Lammermeyer, Chicago, who has been transferred to New York. Lumm & Lammermeyer represent Burton T. Bush, Inc., in the Middle-West.

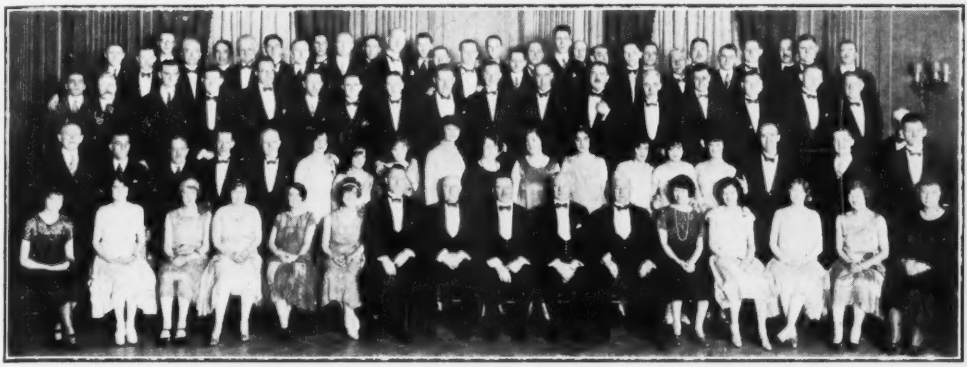
Bergamot Pure Essence Exporting Co., New York, has changed its name to the Vanaital Co., Inc. The company has taken offices at 85 Mercer St., where it will be equipped to handle the output of a plant at Reggio, Calabria.

Glycerin Market Remains Dull

In their market report of March 6, Parsons & Petit, New York, have the following to say regarding glycerin: "Dynamite:—This week has been extremely dull. A transaction as reported at 21c and probably more can be had at that figure. European Dynamite is offered at the equivalent of 22c, laid down here, duty paid. The new level established for domestic Crude will permit Dynamite to provide a profit, at 21c. Reverting to our statement in last week's letter, regarding Ethelyne Glycol, we are told on good authority, that it is now being used, to a considerable extent, by the Powder makers, in conjunction with Glycerine; if it works out satisfactorily, it will prove a powerful weapon in the hands of the buyers, in controlling the price movements, of the old established basis of high explosives. Crude:—Owing to the lack of interest, so far as buyers are concerned, it has been difficult to move this grade and those who will buy, have lowered their limits, until they are at least 3c below the high level of the last few months. Saponification today, for refining purposes, is worth nominally 14½c, basis of 88%, loose. Sales of Lye are reported at 13c, basis of 80%, loose. It is possible, that for makes well known and of prime quality, something better could be done, but this can only be determined, by a firm offering on the part of the owners. Chemically Pure:—The quoted price has finally been reduced, by several of the refiners, to 24c, in bulk.

Harral Plant Destroyed by Fire

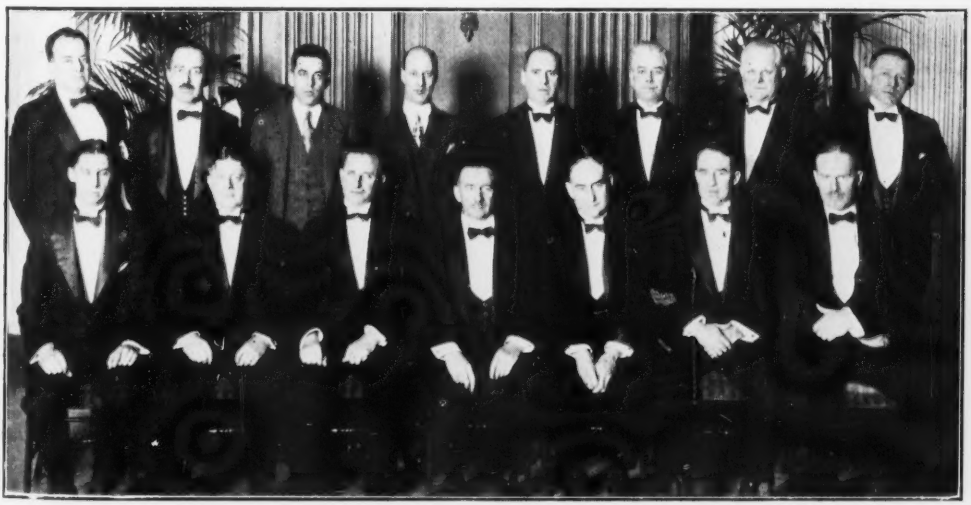
The plant of the Harral Soap Co., at Richmond Hill in the Queens section of Brooklyn, N. Y., was destroyed by fire Mar. 5 with a loss of $90,000. The building was a one-story brick building extending from 120th to 122nd Sts., on Hawtree Creek Road, Richmond Hill. Much excitement in the district was caused by the fact that sixty wild animals, the property of a circus, were quartered for the winter in an adjoining building. When the flames broke out, the animals became panic stricken and threatened to burst open their cages and escape. There were a number of lions, tigers, and other wild beasts among them. The special riot squad of police with machine guns was stationed about the plant to kill off the animals in case they broke loose. Although the animal quarters adjoined the Harral plant, fire was confined to the soap factory.



Sixth Annual Banquet and Dance of Fritzsche Brothers' Employees held at the Pennsylvania Hotel, New York, February 6. Marking twenty-fifth anniversary of B. F. Zimmer and G. L. Ringel. See story in February issue of SOAP.

Joseph Huisking, vice-president of Charles L. Huisking, Inc., New York, in charge of the essential oil department, severely injured his knee while bowling Feb. 26 and has been confined to bed by the injury since that time.

The United States Court of Customs Appeals has decided in favor of the American Shipping Company in docket 2582, involving importation of "pinelyptus," a combination of pine oil and eucalyptus oil, which was assessed for duty at 40 cents a pound and 50 per cent ad valorem as perfume material. The court decided that the importation was properly dutiable at 20 per cent as a non-enumerated manufactured article, as contended by the importer in a protest which was upheld by the Board of General Appraisers but appealed by the Government.



Sales representatives of Fritzsche Brothers, New York, at the annual meeting and banquet in New York on February 6. Top row (left to right)—A. S. Barada, Kansas City; D. P. Fellows, Boston; L. W. Speck, Toronto; A. Herridge, Toronto; J. H. McNamara, New York; G. A. Blaikie, San Francisco; M. B. Zimmer, Chicago; W. F. Kiefer, Philadelphia. Botton row—Joseph Gauer, Chicago; J. D. Rockafellow, San Antonio, Tex.; B. F. Zimmer, Chicago; F. E. Watermeyer, president of the company; George L. Ringel, Columbus; J. R. Eller, Columbus; A. W. McKey, Boston.

Exhibits at N. A. D. C. Convention

Exhibits of soap and allied manufacturers at the National Association of Cleaners and Dyers convention, held in January at Kansas City, occupied prominent places in Convention Hall. These firms were represented: American Disinfecting Co., Sedalia, Mo., by H. H. Miller, general sales manager; H. A. Ritter, W. S. Taylor, John Wilson, C. E. Woodruff, E. A. Garlick, H. F. Goodwin, N. L. Etten, H. J. Perry, Joe Aiken, N. M. Walker, P. H. Sweet, H. Nonnez, A. D. Staley, A. B. Cothran and C. B. Knoff. Armour & Co., Chicago, by Thomas M. Galvin, Robert M. Tigerman and F. S. Donovan; Beltine Chemical & Mfg. Co., Chicago, by W. K. Earle and H. O. Lippold; Davies-Young Soap Co., Dayton, O., by H. H. Heidbrink, vice president; P. E. Norris and Charles T. Connors. Eaton-Clark Co., Detroit, by G. F. McCray, R. C. Leonard, R. W. Clark, F. H. Sublette and R. C. Hedke; Darco Sales Corp., New York, manufacturers of Darco, were also exhibitors, being represented by L. M. Gill.

Siamese Imports of Soaps

Purchases of toilet soaps by Siam, with country of origin, were as follows (tical equals 37c U. S. currency):

Country of Origin	Year ending March 31, 1923 Kilos	Ticals	Year ending March 31, 1924 Kilos	Ticals
Singapore	4,907	20,068	9,287	33,212
Hongkong	1,804	5,863	2,927	8,279
United Kingdom	45,694	89,394	43,800	79,635
Japan	7,372	18,487	7,393	17,635
France	5,996	15,834	13,330	39,582
United States	133	489	256	1,926
Germany	1,889	3,299	1,075	2,223
Netherlands East Indies			16,431	19,320
All Other Countries	5,504	12,871	2,473	5,274
Total	73,299	166,305	96,972	206,186

Olive production is a third below last year's total and 23 per cent lower than the ten year average, between 1914 and 1923, according to a preliminary report from the Department of Commerce. The crop has yielded 917,600 tons with the oil production estimated at 150,000 tons. The low yield was caused by frost and windstorms and by ravages of the olive fly.

Bergamot imports in December, 1925, totaled 1,689 pounds, valued at $10,553. Imports of lavender and spike lavender reached 90,752 pounds during the same month, with a value of $283,706.

Reduce Caustic Soda Freights

The reduced rates on shipments of caustic soda in metal cans, in barrels or in boxes, cases or crates, with a minimum carload of 40,000 pounds, by New York Central R. R. and West Shore R. R., have been approved by the New York State Public Service Commission. The new rates on both the Central and the West Shore from Solvay and Syracuse, to all stations on Lehigh and Hudson River in New York State, except Burnside, is 19 cents, a reduction of 6 cents per hundred pounds.

Spanish Oil Imports Decrease

Imports of Spanish essential oils from Malaga, Spain, showed marked decreases in 1925, as compared with 1924, according to a report recently issued by the Department of Commerce. Lavender oil imports into the United States dropped from 19,597 pounds, valued at $12,872, to 6,541 pounds, valued at $6,113. Thyme oil imports totaled only 23,038 pounds, valued at $29,028, in 1925, as compared with 40,260 pounds, valued at $42,008, in 1924. Rosemary showed the only substantial advance in the list with imports of 73,525 pounds, valued at $25,873, recorded in 1925, as compared with 62,455 pounds, valued at $16,006, in 1924.

Half of the handling charges on bulk vegetable oils, imported into Portland, Ore., will be absorbed by the Oregon-Oriental Steamship Co. This leaves the Dollar Steamship Line the only carrier on the Pacific coast that has so far refused to absorb its allotted share of the handling charge.

Rosin packed in barrels in carload shipments may be enforced by the transportation company, according to a recent ruling of the Interstate Commerce Commission in the case of the Vera Chemical Co., Ltd., of Canada, against the Alabama Central Railroad.

December exports of washing powders and fluids reached 536,744 pounds, valued at $27,969. Cuba furnished the largest market, taking 333,195. Other important consuming countries were the United Kingdom, Canada and the Philippines.

Imports of 2,015,960 pounds of glycerin, valued at $247,783, were recorded in December. Belgium, France, Germany, the Netherlands and Italy were the principal supplying countries, ranking in the order named.

About 20% 1925 Peppermint Left

Various opinions in the New York essential oil market indicate that not more than twenty per cent of the 1925 production of peppermint oil remains out of consumers' hands. Figures at the end of the season apparently agreed upon 250,000 pounds as the nearest approach to an estimate of the 1925 crop. Of this, 50,000 pounds are thought to be held by dealers and the country, the latter's share being given as only about 10,000 pounds. This means 40,000 pounds in dealers' hands at average costs over twenty dollars. Other estimates of the crop, however, were closer to 200,000 and do not give as much as 50,000 lbs. of oil still available.

Although the 1926 season is still six months away, as far as availability of finished oil is concerned, consumers are looking ahead. Expectation for a large increase in 1926 acreage is quite general, but this is fully in accord with advices from the Mid-West where preliminary work in the fields is reported to have been severely hampered by wet weather. Present stocks if they amount to 50,000 lbs. or less, will have to suffice until mid-Summer, irrespective of 1926 production.

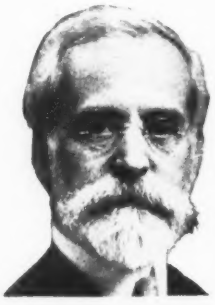
"Greying" by Dry-Cleaning Soaps

According to officials of the U. S. Bureau of Standards new types of apparatus must be installed by dyers and cleaners who seek to overcome the difficulty that has been experienced in commercial dry cleaning establishments during the usual process of cleaning white woolen garments, when, after cleaning, it is found they have taken on a greyish hue. This problem was brought to the attention of the research associate of the National Association of Dyers and Cleaners stationed at the Bureau of Standards, who was asked to determine the cause, and if possible, to find means of eliminating the evil. Upon investigation it was found that corrosion was caused by the electrolytic action produced when a benzene soap was introduced into the naphtha in the presence of the zinc and iron which are used for lining the cleaning wheel. The sulphur and unsaturated hydrocarbon which occur as impurities in the naphtha combined with the metals freed in the electrolytic action to form sulphides, which, in turn, combined with the soap and oil to form a grey discoloration of the fabric.

Harris Soap Co., Buffalo, N. Y., has been incorporated in New York State with 1625 shares at $20 each; and 675 shares at $100 each.

John D. Larkin Dies at 81

John Durrant Larkin died of grippe at his Buffalo, N. Y., home, February 15, at the age of eighty-one. He was the founder of the firm that bears his name. Mr. Larkin was born in Buffalo, of English parents. His family needed his aid early and he started to work as a Western Union messenger at the age of 12. Justice Weller, a soap manufacturer, gave him his first opportunity to become acquainted with what was to be his first business venture, when he hired him as a clerk, at the age of 16. The Weller business moved to Chicago later and Mr. Larkin became junior partner. Shortly after, he sold his interest in the firm and returned to Buffalo to start his own business.



JOHN D. LARKIN

At the time of his death Mr. Larkin was president of Larkin Co., Inc., Larkin Co. of America, Larkin Co. of Illinois, Buffalo Pottery Co., chairman of the Board of the Title & Mortgage Guarantee Co., director in the Commercial Acceptance Trust Co. of Chicago and the Marine Trust Co., trustee of the Y. M. C. A. and an honorary member of the Rotary Club.

He is survived by five children, Charles H. Larkin, Mrs. H. M. Esty, John D. Larkin Jr., Harry H. Larkin and Mrs. W. B. Robb.

Geranium Exports Remain Large

Exports of Bourbon geranium oil from Reunion, calculated for the year ending October 31, were as follows: 1923, 84 metric tons; 1924, 116 tons; 1925, 181 tons. From November 1, 1925, to January 8, 1926, exports were 26,600 kilos. Exports of vetivert oil for the year ended October 31, 1925, were 9,000 kilos, considered a heavy production.

Christian Beilstein, vice-president of Dodge & Olcott Co., New York essential oil house, and Harry Howe, for many years general manager of the same firm, resigned Mar. 10. It is understood that Mr. Beilstein will retire from active business. Mr. Howe will probably enter the essential oil business for his own account, although this could not be confirmed.

Expect Another Small Rose Crop

Another small rose crop is expected this year, according to Botu Pappazoglou & Co., of Kazanlik, Bulgaria, in a communication to their American representatives, Ungerer & Co., New York. The natural expectation is for lower prices, but the chief question is how much lower. According to the Kazanlik producer of rose otto, it is not expected that the 1926 crop will be a sufficient improvement over 1925, to permit any great reduction in prices.

There is nothing new about the story that the cultivator of roses has been limited by the replacement of rose acreage by other more profitable and less troublesome crops. During the last year or two this tendency has been partially counteracted by propaganda in favor of rose growing and there has been some increase in acreage. In a few years, this will relieve the situation, but since three years are required to bring the bushes to the flowering stage, plantations set out in 1924 and 1925 will have no influence on the 1926 crop. Any improvement this year must come from favorable climatic conditions.

The examiner for the Interstate Commerce Commission has not found carload rates on silicate of soda, between Grasselli, N. J., and Brooklyn, unreasonable. The decision, which has been placed before the Commission, was rendered in the case of the Interstate Corrugated Box Co. against the Central Railroad of N. J.

Exports of rosin in December, 1925, totaled 53,731,500-lb. barrels, valued at $1,220,116. The United Kingdom took most of this with total exports reaching 12,119 barrels. Java and Madura, Japan and Germany followed with receipts of 7,167 barrels, 6,966 barrels and 6,495 barrels respectively.

A rotary pump has been patented by Eugene A. Diffinger, Paris, and a one half interest has been assigned to Etablissments P. Colombier Fils, Paris. The patent was granted in February under No. 1,573,683.

Joseph Turner, Joseph Turner & Co., New York, sales representatives of the Niagara Alkali Co., spent the last two weeks in February on a fishing trip in Florida.

Imported Stearic Duty 25%

According to a decision of the Treasury Department, imported stearic acid is held dutiable at 25 per cent ad valorem instead of 1½c per pound as specified in the Tariff Law. The reason for the change in duty on imported stearic, the usual run of which is in the class of ordinary domestic double pressed acid, is because of its content of palmitic and oleic acids which varies in different shipments. As a mixture of stearic and other fatty acids, the imported stearic is now classed as a mixture and, as such, takes the higher duty for acids not especially provided for.

Error in Tetralin Note

In the February issue of SOAP, it was stated that tetralin had formerly been classified as a soap for import purposes because it contained 11.5% soap and 85% trichlorethylene and alcohol. This was an error. Tetralin was not meant, but a detergent compound containing tetralin among other ingredients. Tetralin is tetrahydronaphthalene, a definite chemical compound. The error was probably due to the fact that tetralin is used as an ingredient of a number of special soaps and detergent preparations.

Alcohol producers have organized a trade association and have elected George F. Dieterle, Federal Products Co., president, and J. Wrench, Industrial Chemical Co., executive secretary. The organization meeting was held at the Hotel Waldorf, New York, late last month. U. S. Industrail Alcohol Co. is the only large producer not already a member of the organization.

There are close to fifty soap manufacturers in the Netherlands Indies, according to a report recently issued by the Department of Commerce. Three operate fairly large, modern plants, but the rest are small, mostly Chinese owned and employing less than twenty-five persons. There are also a few large concerns, in the vegetable oil business, who make soap as a by-product.

Exports of soaps and toilet articles during 1925 totaled $16,111,000, an increase of 7 per cent over 1924, of which the largest part was laundry soaps sent chiefly to Canada and Mexico. Exports of dentifrices were $3,211,000, an increase of fifteen per cent.

PERSONAL and IMPERSONAL

Los Angeles Soap Co., Los Angeles, Cal., recently distributed bonuses aggregating $80,000 to its employees. The company reserves fifty cents for bonuses for each dollar paid to stockholders and has been pursuing this policy for several years.

The "Lifebuoy" bowling team rolled 1,337 in a Lever Bros. League match, February 18, and placed first in the competition for that night. Other scores were "Research," 1,326; "Office," 1,310; "Laboratory," 1,310; "Twink," 1,306; "Pears," 1,300; "Warehouse," 1,300; "West Office," 1,298; "Mechanical," 1,216; and "Executives," 1,169.

Gold Dust Corp. expects to start moving from its plant at Guttenberg, N. J., to the new $1,200,000 factory at Baltimore within the next few weeks. The Guttenberg plant was sold to Lever Bros some time ago and that company has offered it for sale.

A new processs for the manufacture of flaked soap has been patented by George F. Dawes, La Crosse, Wis. This patent was granted early in February under No. 1,571,625.

The Mysore Government Soap Factory at Bangalore, India, has sent samples of the various high-grade toilet soaps which it manufactures to the publishers of SOAP. They are of fine quality, mostly Oriental odors, and attractively packaged up to the standard of American goods, and make an interesting comparison with domestic soaps. Reports indicate that the plant and processes are in keeping with modern soap practice in every respect.

The first palm oil to be shipped in bulk from the Lever plantations in West Africa arrived at New York early in February aboard the steamer "West Kedron" consigned to the Palmolive Company.

John D. Larkin was elected president and treasurer of the Larkin Co., late in February, to succeed his father, who died February 13. Harry D. Larkin was elected vice-president and assistant treasurer, Walter R. Robb was elected second vice-president and assistant treasurer, Maxwell Wheeler is now third vice-president and J. Crate Larkin is secretary and assistant treasurer.

Kranish & Specification Soap Co., Brooklyn, has changed its name to the Kranich Soap Co. The company was founded as the Kranich Chemical Co. and the name was first changed when the Specification Soap Co. was acquired in 1923.

Procter & Gamble Mfg. Co. recently distributed over $500,000, among 3,531 employees, on the company's seventy-seventh annual profit-sharing day.

T. A. Morrow, general manager of the F. F. Dalley Corp., is now acting in an advisory capacity at the New York office of the Gold Dust Corp. F. F. Dalley Corp., manufacturers of Shinola, 2 in 1 and Bixby shoe polishes, was recently purchased by the Gold Dust Corp.

The Scotch jokes have now moved into the soap field. According to a well-known chemical salesman, thrifty Scotchmen are now frying their bacon in Lux to keep it from shrinking.

Rinso advertising is now being handled by Ruthrauff & Ryan, Inc., New York.

The request for a re-classification of merchandise, described as "bath cubes of soap, non-alcoholic," under paragraph 82, at 30 per cent, was overuled by Appraiser McClellan, who held the material properly classified, under paragraph 62, and dutiable at 75 per cent ad valorem.

Dr. G. M. Mortati, Superfos Co., New York, returned from Europe late last month. He has been in Italy for several months, arranging a supply of olive oil foots for the Superfos Co.

Magnus, Mabee & Reynard, Inc., New York essential oil house, has appointed W. H. Mitchell, Toronto, as agent for Canada. Mr. Mitchell represented P. E. Anderson & Co., in Canada, for several years, and it at present representing S. B. Penick & Co., in that territory.

Control of Innis, Speiden & Co., New York chemical house, has been purchased by W. H. Sheffield and George V. Sheffield and the latter has been elected president of the company, to succeed C. C. Speiden, who has become chairman of the board of directors. W. H. Sheffield has been actively associated with the Sheffield By-Products Co., for which concern Innis Speiden & Co. has been sales agent.

F. E. Watermeyer, president of Fritzsche Brothers, Inc., New York, sailed for Europe February 20, for a three months' business and pleasure trip. He will visit the company's European principals, Chauvet & Co., Cannes, France, and Schimmel & Co., Miltitz, Germany, while abroad.

John F. Queeny, E. M. Queeney and Walter S. Goff, from the St. Louis office of Monsanto Chemical Works, were in New York late last month.

Orris and oak moss resinaromes, imported by Ungerer & Co., New York, have been held dutiable at 40 cents per pound and 50 per cent ad valorem, instead of at 45 per cent as heretofore. The classification resulted from Ungerer & Co.'s contention that the goods should be dutiable at 20 per cent as nonenumerated manufactured articles.

Reports indicate that Federal Products Co., Jefferson Distilling & Denaturing Co., David Berg Industrial Alcohol Co. and one or two smaller alcohol producers are combining, in a new company, to be known as Columbia Chemical Co.

F. de la Garza, manager of the Latin-American department of Fritzsche Brothers, New York, sailed from New York on Mar. 3 for Maguira, Venezuela. Mr. de la Garza will spend four or five months in South America and will cover Venezuela and Colombia completely.

Mathieson Alkali Works, New York, announces that its Commonwealth Chemical Division has added vanillin to its list of fine chemicals. On January 1, the Commonwealth Chemical Corp., which has been owned by Mathieson for several years, was consolidated with the corporate structure of the Mathieson Alkali Works.

The Industrial Alcohol Producers of the United States have distributed a six-page leaflet on alcohol "for safe, low-cost anti-freeze automobile radiator protection." It states that $3.00 is the total average sum which motorists paid for denatured alcohol last year. The sixth page of the folder bears the name of the alcohol company distributing the leaflet.

Heine & Co., New York essential material house, announce that Richard H. Lingott will assist D. A. Day in covering the Middle Western territory for the company.

Owners of the Germalene Chemical Co., of Houston, Tex., have secured all the outstanding stock of the National Disinfectant Co., of Memphis, Tenn. The Memphis company is under the management of M. P. Levy.

Etienne Descollognes, Descollognes Freres, Lyon, France, will leave for home late this month or early in April. M. Descollognes has been in the country since February 10 and has been calling on the American trade in company with Charles D. Edwards, Benjamin French, Inc., New York, his company's American representatives.

Schedules, recently published, increasing freight rates on rosin and other naval stores, from various Southern points to Madison, Wis., have been ordered suspended from Feb. 25, 1926, to June 25, 1926, by the Interstate Commerce Commission.

Contracts Awarded

Lightnin' Lye Co., has been awarded a Government contract for ten pound cans caustic soda at 5.5c lb., fifty pound cans at 4.4c lb., and hundred pound cans at 3.87c lb.

Uncle Sam Chemical Co., has been awarded a Government contract for 100 gallons insecticide at $52.

The following contracts for soap have been awarded by the quartermaster supply officer, Fort Mason, San Francisco: 2,000 cakes floating soap at 3.88c to Haas Bros., San Francisco: 864 cakes toilet soap at 14.7c and 160 cartons soap powder at 15.25c to John Rothschild & Co., San Francisco.

The following contracts for soap have been awarded by the quartermaster, Fort Sam Houston: 5,000 cakes grit soap at 6.3c to Harral Soap Co., Inc., New York; 120,000 pounds laundry soap at 5.21c to Texas Soap Co., San Antonio, Texas; and 5,000 cakes grit soap at 3.6c to Lever Bros., Cambridge, Mass.

Maryland Chemical Co., Baltimore, has been awarded a Government contract for 10,000 lbs. caustic soda at 4.07c lb.

Masco Chemical Co., has been awarded a Government contract for benzene soap at 18c lb.

The following contracts for automobile soap have been made by the Post Office Department, Washington: Clifton Chemical Co., 101 barrels at 4.58c lb., 15 half barrels at 4.88c lb., 25 fifty-pound cans at 5.6c lb.; Fischer Soap and Oil Co., Cincinnati, 4 barrels at 5c lb.; and Werner G. Smith Co., Cleveland, 5 barrels at 5c lb.

The following contracts for soap have been awarded by the quartermaster supply officer, Fort Mason, San Francisco: 25,000 pounds laundry soap at 5⅝c and 68,000 pounds at 4⅝c to Golden Eagle Soap Co., San Francisco; and 7,500 pounds salt water soap at 4.132c, 8,400 pounds laundry soap at 5.129c, and 9,600 pounds laundry soap at 5.129c to Hooper & Jennings, San Francisco.

Mechling Bros. Chemical Co., has been awarded a Government contract for 100 one-pound cans of caustic soda at 4.2c lb.

Tooth soap exports in December, 1925, totaled 300,409 pounds, with a value of $279,-101. The United Kingdom received more than any other country, exports totaling 87,071 pounds. Other large consumers of American made tooth soaps, in the order of their importance, were Straits Settlements, British India, Australia, Argentina, Philippines, Brazil, China, Panama and British South Africa.

Rosin exports decreased in January, 1926, as compared with the same month last year. The figures were 78,516 barrels, valued at $1,861,-581, for January, 1926, and 96,336 barrels, valued at $1,240,623, for the same month a year ago. Exports for the seven-month period ending in January reached 660,645 barrels, valued at $12,884,434. This is considerably below the same period last year when the figures were 918,419 barrels and $9,422,176.

Opportunities for Export

The Department of Commerce has received the following inquiries from foreign firms desiring to buy American goods, or become agents for American goods. Further information may be obtained by writing to the nearest office of the Bureau of Foreign and Domestic Commerce, referring to the numbers given:

No. 18635. Purchase, soap in large quantities, Germany.

No. 18599. Agency, scouring soaps, Chile.

No. 18767. Purchase, soda ash, Cuba.

No. 18379. Agency, toilet soaps, Czechoslovakia.

No. 18726. Agency, sheep soaps, East Africa.

No. 18850. Purchase, soap and candle-making machinery, Ceylon.

No. 18842. Purchase, detergents, cleaners and disinfectants, England.

No. 18998. Purchase, soap powder dispensers, Australia.

No. 19006. Purchase, rosin, Germany.

No. 18957. Purchase, rosin, Sweden.

No. 18988f. Agency, oils and fats for soap-making, Finland.

No. 18990f. Agency, oils and fats for soap-making, Germany.

No. 19166. Agency, shaving creams and toilet preparations, La Paz, Bolivia.

ON PRODUCTS AND PROCESSES

A detergent for renovating painted or varnished surfaces is composed of trisodium phosphate 30 per cent, sodium borate, 68 per cent, and glue 2 per cent, and is covered by patent No. 1,567,902.

For cleaning and polishing metals and painted surfaces, a compound composed of caustic potash and ammonium carbonate with cold palm oil has been patented in England as No. 233,280.

Trichlorethylene will form a permanent emulsion with one-tenth its weight of alcoholic sodium oleate solution which is used as a textile washing medium in Europe and also for restoring the brightness of colored leathers.

Equal parts of chormium soap with an alkali metal soap is adaptable for use in shaving creams, tooth soaps, and adds certain properties, according to U. S. Patent No. 1,567,049.

Instantaneous saponification in the manufacture of a washing powder is carried out by blowing finely divided soda, oil, and fatty acid through an atomizer by compressed air. The materials are thoroughly mixed and the dry powder accumulates at the bottom of the vessel. Covered by Swedish Patent No. 58,788.

A hydrogenation catalyst for oils is made by pulverizing an alloy of 50 per cent each of nickel and silicon and treating with caustic soda to convert the silicon to sodium silicate. The finely divided catalytic material is then separated from the solution. Patent No. 1,563,587.

A mixture of ethylene trichloride and ethyl acetate has been patented for cleaning grease or paint from fabrics. No. 1,557,520.

Savonade, a compound of methylhexalin with an alkali soap of oleic acid, forms transparent solutions with liquid hydrocarbons and is useful in preparing benzine soaps. It is also soluble in water. As a textile cleaning agent, it has a powerful cleansing action and is not injurious.

Loss of oxygen in washing compounds containing oxygen-liberating materials, is due mostly to the presence or moisture. Keeping qualities are directly proportional to the absence of moisture. Where sodium silicate is present, it acts as a coating about catalytic agents and prevents deterioration by chemical action.

A shaving soap made from caustic, fat and boric acid, mixed in turn with acetanilide and hydrogen peroxide, has been patented.

A cleaning and lacquer-forming composition for silver, covered by Patent No. 1,564,786, is made from the following ingredients; Castile soap, 4 lbs.; oxalic acid, 8 ozs.; ammonium bicarbonate, 12 ozs.; cottonseed oil or other vegetable oil, 1 qt.; water, 9 gals., and sufficient Paris white to absorb the liquids of the mixture.

A soap containing no stronger free alkali than sodium bicarbonate is made by melting the fatty acid soap stock at a temperature approximately melting point with soda ash in double the quantity needed for complete saponification so that excess carbonate will absorb the liberated carbon dioxide resulting from the saponification. Covered by Patent No. 1,560,626.

Saponification under pressure, considered dangerous because of late increases in pressure especially in slow saponifying oils such as cottonseed, is now being carried on successfully abroad by use of fatty acids and sodium carbonate instead of oils and caustic. Acids are pumped in a steady stream into hot soda solution. With caustic soda and three atmospheres pressure, saponification was completed in one and a half hours. As a safety measure, a lead seal was set in a pipe connecting a catch-all tank, designed to give way and release the pressure at six atmospheres. Soda was found to successfully saponify neutral oils under pressure. Further data, see Deutsche Oel und Fett Industrie, 45, 685-6, 1925.

RECORD OF TRADE-MARKS

The following trade-marks were published in the February 2, 9, 16 and 23, 1926, issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Napthole—This in black letters. Paste used for scouring wool. Claims use since Nov. 11, 1924. Filed Jan. 13, 1925.

Fly-Rid—This in black letters. Insecticides. Claims use since Aug. 1, 1925. Filed Nov. 20, 1925.

H. & S.—This in black letters. Cleaners for carpets, rugs, furniture, etc. Claims use since Feb. 1, 1922. Filed April 16, 1923.

Jan-O—This in black letters. Disinfectant or deodorant compound. Claims use since May 1, 1923. Filed Feb. 18, 1925.

W G Y—This in black letters. Soap and soap powder. Claims use since Oct. 1, 1925. Filed Nov. 9, 1925.

Bashuol—This in black letters. Shoe oil. Claims use since Nov. 1, 1925. Filed Dec. 10, 1925.

Rite-Wa—This in black letters. Below body of a woman square block of soap used for head and body with a scrubbing brush in one hand. Soap used for rugs, draperies, upholstered furniture, clothing, dress goods, silks and blankets. Claims use since July, 1919. Filed Oct. 18, 1922.

Golden Key—This in fancy outline lettering. Soaps and cleaners, viz. borax soap, white naphtha soap, white floating soap, yellow laundry soap, soap flakes, washing powder and laundry tablets. Claims use since June, 1924. Filed Feb. 4, 1925.

Vac-O—This in black letters. Soap and washing compound. Claims use since October, 1924. Filed Jan. 4, 1926.

Sea Spray—This in black letters. Bath soap. Claims use since Dec. 14, 1923. Filed June 27, 1925.

Vertex—This in black letters. Dry cleansers (oil). Claims use since June 15, 1924. Filed July 27, 1925.

Grip-It—This in black letters. Treated dust cloths, hand cleaning compounds, enamel cleaner, dressing for automobile tops and seats, Neatsfoot compound, brake dressing. Claims use since Oct. 15, 1918. Filed Sept. 26, 1925.

Orphos—This in black letters. Tooth paste. Claims use since Sept. 3, 1925. Filed Sept. 28, 1925.

Nab—This in white letters on black background. "Nabs dirt" written across the letter "A" in Nab. Sweeping mixture, silver polishing cream and aluminum polishing cream. Trade-Mark:—Three black balls on top with the letters **N** in one and **A** in the middle ball and **B** in the last ball. Under the letter **N** is a picture of a man with both hands over a can marked Hand Cream; under this can is another marked Sweeping Mixture. On the opposite side a picture of a woman wiping a pot over a can marked Aluminum Cream; alongside of this can is another marked Silver Cream. Claims use since July 15, 1925. Filed Oct. 5, 1925.

Sumerol—This in black letters. Insecticides. Claims use since Aug. 1, 1925. Filed Oct. 27, 1925.

Colgate's—This in white letters, black back ground. "Ribbon Dental Cream" on line below. Claims use since July 1, 1923. Filed Oct. 26, 1925.

Bijou—This in black letters. Dry cleaner. Claims use since about 1914. Filed Oct. 31, 1925.

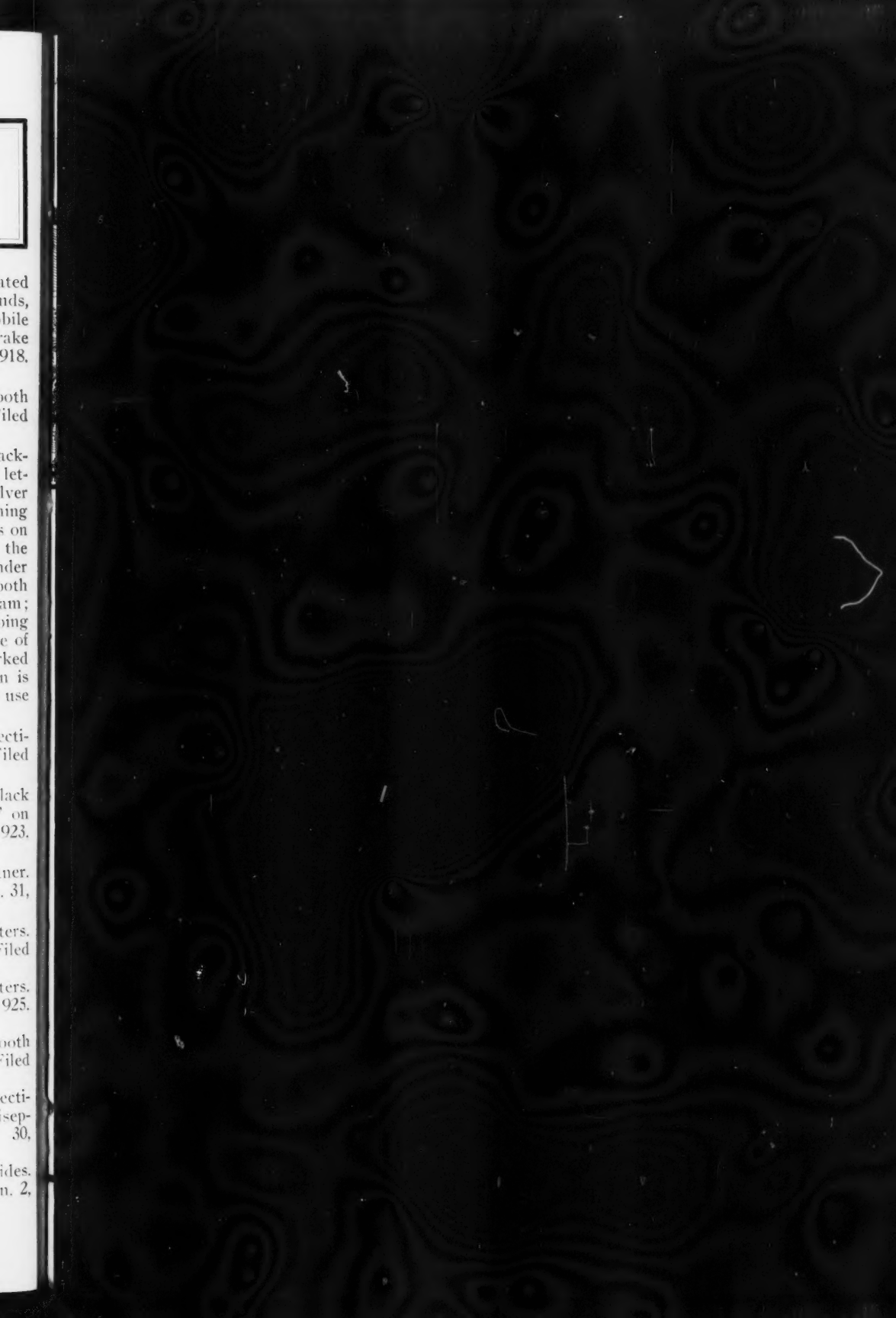
Cry and Smile—This in black letters. Soap. Claims use since Oct. 7, 1925. Filed Nov. 9, 1925.

Microzone—This in fancy black letters. Disinfectants. Claims use since Oct. 1, 1925. Filed Nov. 10, 1925.

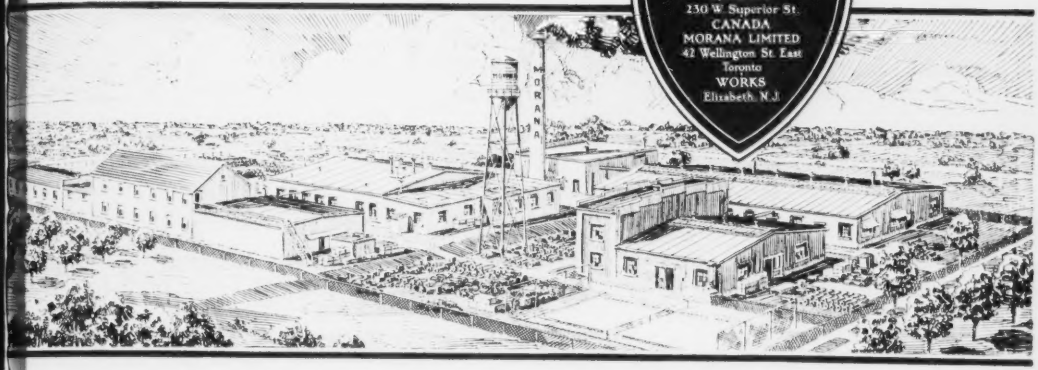
Whitex—This in black letters. Tooth cream. Claims use since Dec. 1, 1925. Filed Dec. 21, 1925.

Pexitone—This in black letters. Insecticides, deodorants, disinfectants and antiseptic solutions. Claims use since Nov. 30, 1925. Filed Dec. 24, 1925.

Go-4—This in black letters. Insecticides. Claims use since April, 1925. Filed Jan. 2, 1926.



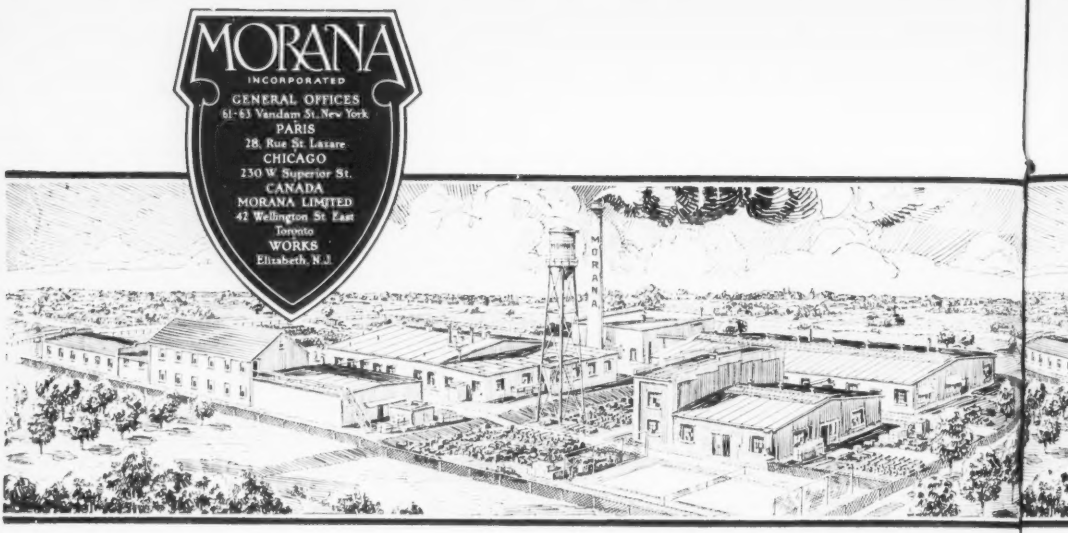
MORANA
INCORPORATED
GENERAL OFFICES
61-63 Vandam St. New York
PARIS
28, Rue St. Lazare
CHICAGO
230 W. Superior St.
CANADA
MORANA LIMITED
42 Wellington St. East
Toronto
WORKS
Elizabeth, N.J.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

*A low-priced soap perfuming oil of great strength and tenacity— Geranoxide**

**Trade Mark Registered*



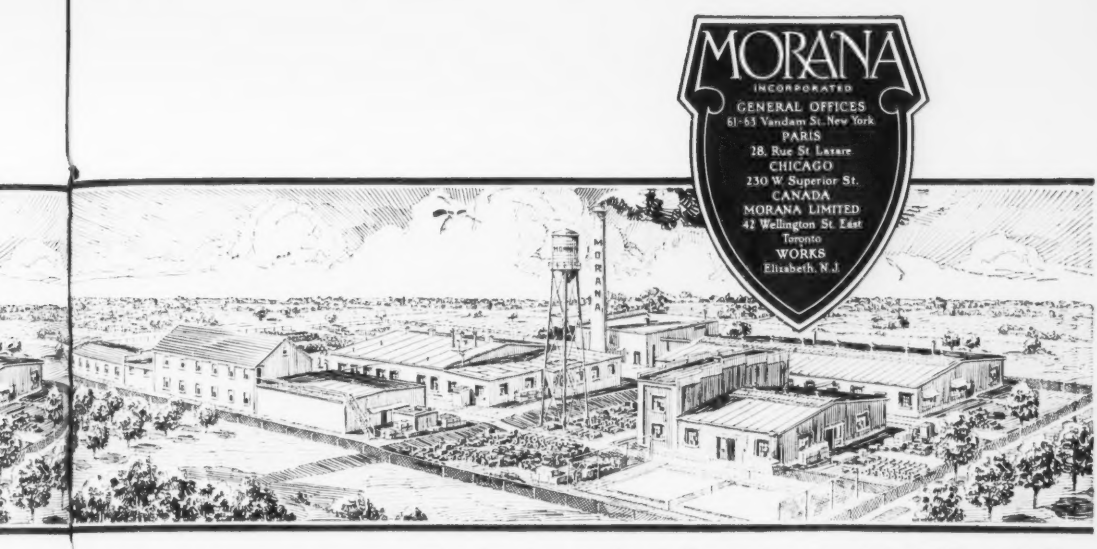
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

THERE are many factors that have an adverse effect upon the perfume ingredients in a soap. Of these, Heat is without a doubt of the greatest influence. That being the case, the heat-resistant quality of a soap perfuming ingredient obviously demands equally as much consideration as does its odor value, for without the former the latter becomes of negligible importance.

The outstanding characteristic of *Geranoxide** is its ability to withstand successfully the breaking-down effect of Heat, as well as the depreciating effects of all of those other factors that menace the odor value of a soap perfuming ingredient. *Geranoxide* "stands the racket." *It lasts.* Its fresh and pungent fragrance is ever-present, from the time that the oil is first incorporated in the mass of soap until the eventual cakes are transformed into fragrant lather.

Convincing proof of the remarkable ability of *Geranoxide* to successfully maintain its odor value, even under the severest conditions, is to be found in its increasing use as a means of softening, or masking, the harsh chemical odors of disinfectants, insecticides, and

*Developed by our research laboratories and made and sold exclusively by Morana Incorporated.



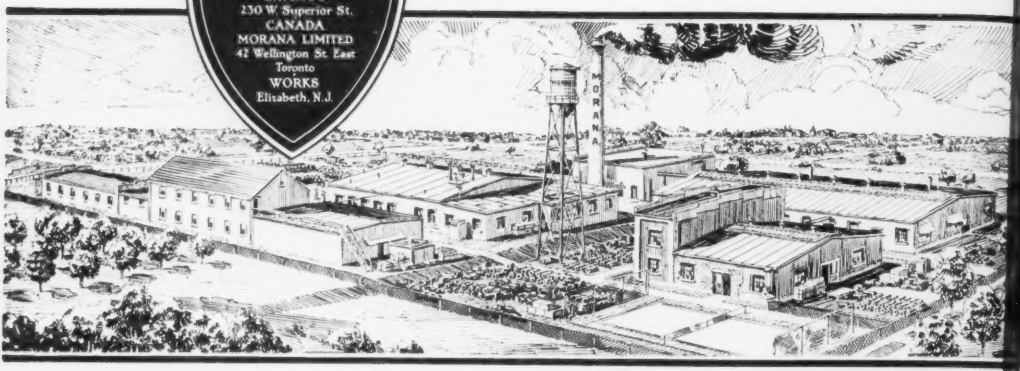
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

similar products and of imparting to such products a pleasant suggestion of lasting fragrance.

Geranoxide has a legitimate place in every toilet soap formula. It is particularly applicable to formulas in which low cost is of first importance. While it can be, and is widely used as the exclusive perfuming agent in toilet soaps, ***Geranoxide*** works out particularly well when used in conjunction with other perfuming oils, as it puts a decided "kick" into the composition. As a dilutent of natural Geranium oils ***Geranoxide*** will be found of great value as it makes possible a substantial reduction in the quantity used of such oils, yet without depreciating the rose-like Geranium note.

Geranoxide is made in large batches. Consequently, its uniformity is a known and dependable quantity. Furthermore, large batch production means economies in manufacture that are otherwise unobtainable, an advantage that is reflected by the low price of ***Geranoxide.***

A working sample of ***Geranoxide*** will be sent promptly upon request, and without charge.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

Specialties for Soapmakers

Geranoxide (see inside pages)*
Geraniol for Soap
Rhodinol Savon
Irisal Pure
Irisal for Soap
Irine Residue
Benzyl Acetate
Benzylidenacetone

If you will let us know of which of these products you should like to have working samples, we will gladly send them promptly, and without charge.

**Trade Mark Registered*

like
and

Check-Um—This in black letters. Insecticides. Claims use since Aug. 1, 1925. Filed Jan. 8, 1926.

Disinfecting and deodorizing cleansing preparation by Fluxo Products Co., Leroy, N. Y. Filed Sept. 17, 1925. (Description, toilet bowl.)

Compounds for cleaning hands and the like, by Jean Martina. Trade-mark:—Crown on top of descriptive shield with string of pearls, a fan, a hand mirror and a fancy Spanish comb. Claims use since July 30, 1925. Filed Oct. 2, 1925.

Compounds for cleaning hands and the like, by Jean Martina, N. Y. Trade-mark:—Three miniature pictures of Egyptian, Roman and Greek goddesses on black back ground with a few sprays of flowers. Claims use since July 30, 1925. Filed Oct. 2, 1925.

Trade-Marks Granted

208,738. Insect Powder and Liquid Insecticide. Gilpin, Langdon & Co., Inc., Baltimore, Md. Filed Oct. 15, 1925. Serial No. 221,742. Published Nov. 24, 1925.

208,773. Shampoos. Hiscox Chemical Works, Patchogue, N. Y. Filed Aug. 11, 1925. Serial No. 218,700. Published Nov. 24, 1925.

208,553. Tooth Paste. L. and G. Lengyel, Brooklyn, N. Y. Filed Feb. 7, 1925. Serial No. 209,227. Published Aug. 25, 1925.

208,998. Soaps—namely, Powdered Soap, Aluminum Cleaner, Toilet Soap, and Fiber Soap. 2-J Soap Co., Inc., Portland, Ore. Filed July 1, 1925. Serial No. 216,751. Published Nov. 24, 1925.

209,055. Scouring Powder. Swift & Co., Chicago, Ill. Filed Jan. 5, 1925. Serial No. 207,696. Published Nov. 10, 1925.

209,092. Cleaning Compound for Polished Surfaces. Richard A. Preo, doing business as R. A. Preo, Brooklyn, N. Y. Filed Aug. 19, 1925. Serial No. 219,086. Published Nov. 17, 1925.

209,094. Semisolid Cleaner for Personal and Household Use. The Allen Soap Company, Chicago, Ill. Filed Aug. 18, 1925. Serial No. 219,022. Published Nov. 17, 1925.

209,115. Shampoo. Pond's Extract Company, New York, N. Y. Filed Sept. 17, 1925. Serial No. 220,359. Published Nov. 24, 1925.

209,116. Shampoo. Pond's Extract Company, New York, N. Y. Filed Sept. 17, 1925. Serial No. 220,360. Published Nov. 24, 1925.

209,145. Toilet Soaps and Shaving Creams, Cheramy, Inc., New York, N. Y. Filed Sept. 19, 1925. Serial No. 220,446. Published Nov. 17, 1925.

209,158. Soap. James S. Kirk & Co., Chicago, Ill., assignor to Guy E. Brignall, doing business as Lite Soap Company, Aurora, Ill. Filed June 24, 1925. Serial No. 216,346. Published Oct. 6, 1925.

209,159. Soap Powders. Sun Soap Products, Inc., Staten Island, New York, N. Y.

209,249. Soap and Scouring Powder. Hashemesh, Inc., New York, N. Y. Filed July 7, 1925. Serial No. 216,978. Published Nov. 3, 1925.

209,263. Cleaning Fluid used as a Dry Cleaner. Joseph A. Buttny, doing business as Capitol Chemical Company, Chicago, Ill. Filed Aug. 29, 1925. Serial No. 219,527. Published Nov. 10, 1925.

209,299. Shaving Soap and Shaving Sticks. Colgate & Co., Jersey City, N. J. Filed May 6, 1925. Serial No. 213,890. Published Dec. 1, 1925.

209,304. Shoe Dressing. I. Miller & Sons, Inc., Long Island City, N. Y. Filed June 19, 1925. Serial No. 216,061. Published Dec. 1, 1925.

209,312. Soap Chips. The Globe Soap Company, Cincinnati, Ohio. Filed Aug. 6, 1925. Serial No. 218,478. Published Nov. 24, 1925.

209,315. Toilet Preparation Used as a Liquid Soap for Shampooing the Hair and Bathing Purposes. Hiscox Chemical Works, Patchogue, N. Y. Filed Aug. 12, 1925. Serial No. 218,757. Published Dec. 1, 1925.

209,335. Floor Dressing and Liquid Polish. Northwest Chemical & School Supply Co., Spokane, Wash. Filed May 1, 1925. Serial No. 213,663. Published Nov. 24, 1925.

209,338. Compounds for Polishing and Protecting Surfaces, Possessing Incidentally the Properties of a Cleaner. S. L. Products Company, Philadelphia, Pa. Filed May 27, 1925. Serial No. 214,976. Published Nov. 17, 1925.

209,359. Automobile Polish. Sidney A. Mead, Oakland, Calif. Filed July 28, 1925. Serial No. 218,014. Published Nov. 17, 1925.

209,426. Laundry Soap. Frank R. Maronde, Chicago, Ill. Filed Sept. 24, 1925. Serial No. 220,731. Published Nov. 17, 1925.

209,430. Powdered Soap. I. & G. Soap Works, Brooklyn, N. Y. Filed Oct. 6, 1925. Serial No. 221,322. Published Nov. 17, 1925.

209,525. Disinfectant and Deodorizer. Geo. G. Randall, doing business as The Newater Company, Chicago, Ill. Filed Oct. 20, 1925. Serial No. 222,046. Published Dec. 1, 1925.

INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.* Harry W. Cole, Holbrook, Mass., Secretary.

Activities of the Association

The following official bulletins have been sent out from the office of Secretary Harry W. Cole:

February 18, 1926

In the Senate of the United States Mr. Frazier has introduced a bill, S. 2657, somewhat liberalizing the statutes with regard to the mailing of poisons. Mr. Frazier's bill amends the act by inserting the words "Provided further that poisons prepared for us as Disinfectants, Fungicides, Germicides or Insecticides when packed in containers according to specifications of the Postmaster General, shall be accepted for mailing." Heretofore articles of this class have been denied the mails. This announcement should be of particular interest to the members of the Special Committee of our Association, appointed in December, to enter a protest against the action of the postal authorities in barring paradichlorobenzene from the mails.

March 5, 1926

Apropos of our Bulletin No. 11, issued February 18th, and dealing in part with paradichlorobenzene being barred from the mails, we have a letter from our friend, J. L. Brenn, manager of the Huntington Laboratories, Huntington, Indiana, who states that after the last New York convention, at which this matter was discussed and a committee appointed, he looked into the facts thoroughly and took it up personally with Postmaster General Harry New, with the result that the Postoffice Department has issued an announcement to the effect that paradichlorobenzene is now mailable. Jake is one of these direct-action fellows. He knows what he wants and sticks to it until his purpose is accomplished. We can only voice the hope that our other committee chairmen will take heart from this experience and solve their problems by earnest effort as Mr. Brenn has done.

The Merritt Bill, referred to in Bulletin No. 1926-4, of January 14th, has been amended in some respects. We are striving to have the bill so changed that it will not apply to insecticides and disinfectants. Have you written in or wired your member of Congress as requested? There is still time.

February 25, 1926

In the U. S. House of Representatives, Mr. Byrns has introduced, by request, House Bill 8456, which is to amend Section 8 of an Act of Congress approved April 26th, 1910. The Bill applies to insecticides, Paris greens, lead arsenates or fungicides, or articles which enter into the composition of insecticides or fungicides, etc. The new matter in the Byrns bill is as follows: "Provided further, that the producer shall not be required to state the inert ingredients used in any commercial product of standard purity used in the manufacture of insecticides or fungicides (other than Paris greens and lead arsenates) and that in the administration of this Act all ingredients of an insecticide which of themselves do not possess insecticidal properties but which are used in the producer's insecticide as a carrier or conveyor of such insecticide to the stomach of the inset to be destroyed shall not be considered as an inert ingredient but shall be considered for the purpose of this Act as an active ingredient." The Bill has been referred to the Committee on Interstate and Foreign Commerce.

Virginia House Bill 83, relative to caustic acids, has passed the House. Legislatures are now in session in New York, Massachusetts, Rhode Island, New Jersey, Virginia, Kentucky, South Carolina and Mississippi. Also the Congress of the United States. The Special Session of the Pennsylvania legislature adjourned Thursday, February 18th.

In Massachusetts the coal-tar bill has been defeated. Interesting legislation is still pending in South Carolina. There is a weights and measures bill pending in New Jersey in which the exemptions are not the same as the standard or model New York law. Caustic acids bills are pending in Massachusetts, Kentucky and Rhode Island, also in Virginia as noted above.

Disinfectants in South Africa

A report prepared by Assistant Trade Commissioner Floyd E. Sullivan, Johannesburg, Africa, states that "considerable quantities of disinfectants are imported into the Union of South Africa annually. The United Kingdom is the principal source of supply, but American exporters secure a portion of the trade. New standards for the importation in bulk of disinfectants were approved by the Minister of Finance, December 21, 1925, as follows: Liquid disinfectants shall be of a strength not less than that of pure carbolic acid when tested with living bacillus typhosus according to the Rideal-Walker method of standardization. Disinfectant powders shall have a strength equal to carbolic powder containing at least 15 per cent of pure carbolic acid. Chlorinated lime shall possess not less than 30 per cent of available chlorine.

"These materials in bulk are admitted under the Customs Act at the rate of 5 per cent ad valorem. Provision is made, however, for an additional suspended duty of 15 per cent ad valorem. In order for this additional duty to come into effect, local manufacturers must prove to the Union's Board of Trade and Industries that they can with the aid of the suspended duty supply disinfectants competitive in quality and price and in commercial quantities. All other disinfectants, as distinguished from those imported in bulk, are dutiable at 20 per cent ad valorem and are not required to meet a set standard."

Insect powder mixed with vaseline or talcum powder makes the most effective mosquito repellant, according to Dr. William Rudolphs of Rutgers University and the N. J. Agricultural Experiment Station, who recently completed a four-year study of this subject. A mixture of 14 parts insect powder or extract with 94 or 96 parts of vaseline or talc is recommended.

Moonan Roach Powder Co. has incorporated under the laws of New York, with 5,000 shares of no par value common stock. J. E. Murphy, 165 Broadway, New York, acted as attorney in the incorporation.

Creosote oil imports totaled 4,274,993 gallons in December, 1925. The goods were valued at $597,255.

O. F. Hedenburg of the Mellon Institute will deliver a twelve-minute talk over the radio through station KDKA of the Westinghouse Electric & Manufacturing Co., East Pittsburgh, Pa., on Wednesday evening, March 31, on "Home Disinfectants and Insecticides."

The Chateau Frontenac, Quebec, which was recently partially destroyed by fire, is now being rebuilt and will be ready by the time the Mid-summer Meeting of the Insecticide and Disinfectant Manufacturers Association is held.

C. Campbell Baird, president of Baird & McGuire, Inc., Holbrook, Mass., is the father of a son, Cameron Muirhead Beard, born Feb. 4 at Wollaston, Mass. Mr. and Mrs. Baird now have three sons.

The disinfectant law of South Carolina has been so amended that the powers and duties heretofore devolving upon the Commissioner of Agriculture, Commerce and Industries will be transferred to the Clemson Agricultural College to take effect Jan. 21, 1927.

News notes regarding persons or your company are valuable and interesting. SOAP cannot publish them, however, if you do not send them in. Mental telepathy is a minus quantity in the publishing business.

Manhattan Exterminating Co., Long Island Exterminating Co., Brooklyn Exterminating Corp., Kings County Exterminating Corp., Bronx Exterminating Corp., and Queens County Exterminating Corp., have all been incorporated in New York, with M. J. Cahn, 242 Madison avenue, New York, acting at attorney.

The Post Office Department has reported unfavorably to the Senate Committee on Post Offices and Post Roads on a bill to permit mailing of insecticides and disinfectants, introduced by Senator Frazier. The Post Office department has asked for a hearing.

Insect flower imports, in December, 1925, totaled 1,035,747 pounds, with a value of $155,806.

Insect Borne Diseases

Their Influence on Civilization and Their Prevention by the Elimination of Insect Pests

By M. A. Reasoner, B.S., M.D., F.A.C.S. Major, Medical Corps, U. S. Army

(Before the 12th Annual Convention of the Insecticide and Disinfectant Manufacturers Association in New York)

(Continued from February issue)

IT would be interesting if some students of history were to cite us to any instances of where the inhabitants of the tropics or lowlands had defeated those from the highlands or colder climates on anything like equal terms. Such instances would certainly be in the minority. We ordinarily think of mountaineers as hardy and vigorous people and the residents of the tropics as lacking in strength and stamina. Unquestionably there is a climatological reason for some degree of difference, but there is another and possibly more important element. The resident of the tropics who does not protect himself, is engaged in a constant conflict against insects and the parasites which they transmit and as a consequence his vitality becomes lowered or he becomes the victim of disease. Man cannot continue for generation after generation upon a low plane of vitality without degeneration and decadence, physically, socially, mentally and morally. It has, however, been shown that under proper precautions, inhabitants of temperate regions may emigrate to the tropics and live there without manifest injury. This requires the avoidance of mosquitoes and other insects, the constant use of boiled water and many other precautions which at times are somewhat irksome. Those who comprehend their importance are less likely to ignore them.

Some of us may remember the days when yellow fever was the curse of the tropical and semi-tropical western hemisphere. Some of us may remember or have heard of the consternation which was caused at the times when it gained a foothold in the United States. When we entered into war with Spain and invaded Cuba this was the greatest obstacle with which we had to contend. The Medical Department realized that the first step in the control of the disease was to learn the method of transmission and accordingly work was begun under the direction of Drs. Reed, Carroll, Lazear and Agramonte. In order to test all the various theories of transmission, volunteers were called for from the soldiers and officers of the Medical Department who were not immune to the disease. Attempts were then made to inoculate them with the disease by all of these various means and eventually it was found that the stegomyia mosquito, which had bitten a yellow fever patient during the first three days of the disease, was capable of transmitting it after a period of twelve days had elapsed. I think you will agree with me that a considerable degree of courage was required by these volunteers and those who lost their lives are entitled to all the honor which can come to any soldier who has fallen on the field of battle. As a result of this work we now know how to prevent the spread of yellow fever and as a consequence it has almost disappeared. It is the plan of the Rockefeller Foundation to destroy all foci of yellow fever and wipe it from the face of the earth and it seems very probable they will succeed in their endeavor. During the last few years Professor Noguchi of the Rockefeller Institute has been studying yellow fever and has in fact isolated the germ which causes it, but he has had some difficulty in securing a sufficient number of infected cases to work with.

THE diseases which are transmitted by mosquitoes are malaria, yellow fever, filariasis and dengue fever. Malaria and yellow fever require no further mention. In filarial infection the mother organism locates itself in the lymphatic structures and gives birth to small motile organisms which occupy the blood channels by night and by day retreat to the liver or spleen. There may be no manifestations or there may develop a condition known as elephantiasis which is manifested by extreme enlargement, more particularly in the lower extremities, and may totally incapacitate the unfortunate victim. Dengue fever is also known as breakbone fever and is quite common in the Philippines and other portions of the tropics. It is not commonly fatal, but is extremely painful and unpleasant to those who become infected.

The general rules to be followed with mosquitoes are as follows:

(a) Prevent so far as possible all mosquito propagation.

(b) Kill all mosquitoes possible of those which do breed.

(c) Keep habitations away from mosquitoes and mosquitoes away from habitations.
(d) Protect the sick from mosquitoes.
(e) Protect the well from mosquitoes.

It was the application of the above rules which made the building of the Panama Canal possible and life there as safe as in the temperate zones.

WITH us there is no question but that the common house fly is the most frequent transmitter of disease. There are also biting flies which are responsible for the spread of other diseases. Among the diseases which the domestic fly carries are typhoid fever, cholera, amebic dysentery, bacillary dysentery, gangosa and oriental sore or Bagdad boil. In the first four diseases the fly transmits the infection by carrying organisms from the discharges of the sick to the food of the well. These diseases may be transmitted by other means, but the fly is a common method. These four diseases are all death producing and have been the cause of countless deaths. The latter two diseases are relatively unimportant and are only found in a few places in the tropics.

Obviously it is desirable to accomplish the same ends with flies as with mosquitoes though different methods are necessary. With the partial disappearance of the horse from crowded communities, the problem of the fly has become less difficult. Screens are of course a necessity to prevent their access to the sick and the well and to food supplies. All infected discharges from the sick should be sterilized before being disposed of. Fly swatters, fly paper, fly poison and traps all have their places. It may be a matter of interest to know that there are relatively few flies in the Philippines and the reason is that a variety of ants of which there are countless numbers, prefer the fly larvae as food and in that manner are of great assistance to the sanitarians and the general health of the islands.

There are a number of cousins of the domestic fly which cause harm and the following diseases are transmitted by them: yaws or framboesia, filariasis, Tuleremia or deerfly fever, cutaneous tropical myiasis and African sleeping sickness. Yaws is widespread throughout the tropics. It is manifested by sores over the body. It causes much invalidism but rarely ends in death. The type of filaria transmitted by the fly is very similar to that transmitted by the mosquito. Tuleremia is a disease which is found in parts of Utah. It is accompanied with high fever and is carried by a horsefly. Certain biting flies deposit their eggs beneath the skin of man and when this happens the results may be exceedingly serious. The African sleeping sickness has already been mentioned and is the most serious of this list. Obviously these diseases are difficult of control because the flies responsible are not domestic and it is impossible to entirely control their spread and propagation. One cannot always stay behind screens, and headnets and gloves have their objections.

THERE are three kinds of fleas, divided into those which live on the rat, those which live on the dog and those which live on man. They prefer their particular host, but if compelled by hunger will go to another. Fleas transmit bubonic plague, and Leishmaniasis or dum-dum fever.

Bubonic plague might be described as a disease of rodents, more particularly the rat and squirrel, which may be transmitted to man by means of the flea, which serves as an intermediate host. It may be either an acute or a chronic disease in the rat, but when the latter dies, as it may with the acute type, the flea is compelled to seek another home. In the absence of rats it may settle upon a man, which is unfortunate for the man. It is easily understandable why once this disease has started it is difficult to stop. A good description of an epidemic is to be found in I Samuel, 5th and 6th Chapters. The expiation required of the Philistines was that they return the Ark of the Covenant to the Israelites along with five golden emerods or images of the characteristic swellings of the disease and five golden mice (or rats) the basis of the disease. It is interesting to know that the reference was called to the attention of Dr. Yersin at the time he was working out the cause and method of transmission of the plague. During the reign of Justinian it was responsible for as many as 10,000 deaths in one day in Constantinople and it was this disease which was responsible for the first attempt at a quarantine in Europe. It is continuously present in China and there is a constant focus of infection in Mesopotamia and the Himalayas. This is the disease which was known as the Black Death of the fourteenth century.

The dog, cat, ferret and weasel are the natural enemies of the rat and may be used in the campaign against him. All dumps should be eliminated, all drains should be screened, all food supplies should be protected and all places cleaned up which might harbor them. There are many poisons suitable, among them barium carbonate is the least toxic to man. Fleas are killed by a heat of 114 F. In a closed container sprinkled napthalene will kill them in 24 hours. If dissolved in benzene and used as a spray it will kill them instantly. Sul-

phur and hydrocyanic acid gas are also efficacious. Fleas may wander back and forth to a certain extent from the dog to the rat and vice versa and here is a possible complication which must be considered. It is easy enough to deflea a dog, but it may be equally easy for him to find others to take their places.

Leishmaniasis and dum-dum fever are confined to certain areas in the tropics and not of so much importance to us. It should be remembered that on more than one occasion, plague has obtained a foothold in the United States and was only overcome at the expense of considerable time and money and a few deaths.

LICE are prolific transmitters of disease. It is rather difficult for us to comprehend the attitude of mind of a few centuries ago which so calmly accepted these various pests as dispensations of Providence and unavoidable. The Buddhist religion, which has millions of followers, teaches that no animal life should be destroyed. For this reason these people are always a potential menace to the remainder of the world from which it is difficult for us to thoroughly protect ourselves. The spectacle of a Buddhist priest engaged in picking "cooties" from his body and laying them gently upon a stone from which they migrate back again to his body has always to my mind given a perfect demonstration of the word "futility." The diseases more commonly transmitted by lice are: Typhus fever, trench fever, and a form of relapsing fever.

Typhus fever is common over the world, but the last thirty years has seen little of it in the United States, though still present in Mexico. This is a very fatal disease and during the Middle Ages and earlier when the louse had a higher standing in polite society, was the cause of many epidemics and great loss of life. Indian relapsing fever and trench fever, which are not so important to us, are carried by this insect. For a discussion of the means employed to get rid of "cooties" the reader is referred to any member of the A. E. F., who will doubtless do justice to the subject.

THE tick is not a very common insect in settled parts of the United States, but nevertheless it is at times exceedingly pernicious. Rocky Mountain spotted fever is prevalent in certain parts of Wyoming and Idaho and in the former state is accompanied by a mortality of from 75 to 90 per cent. In Idaho it is not nearly so fatal. The tick trans-

(*Continued on page* 65)

Market Report on

TALLOW, GREASES AND OILS

(*As of March* 8, 1926)

An improvement in inquiry was noted late in the period, although a satisfactory amount of business has been passing steadily. There is no particular excitement in any direction and prices have been holding without a great deal of change. Neither buyers nor sellers appear to be anxious to cover or unload. A flurry in cottonseed oil, following Census Bureau reports showing large January consumption, sent prices to higher levels, and coconut oil improved sympathetically. Tallow moved upward late last month, but lost some ground during the second week in March. Other oils showed no change except for minor variations one way or the other.

Coconut Oil

Rising cottonseed oil prices increased demand for coconut oil considerably late in February, and prices advanced sharply. The rise was sustained until the close of the period, although the actual volume of goods moved was not appreciably larger than formerly. Both Manila and Ceylon oils were quoted at between 9⅞c and 10c in sellers' tank cars on the Coast. It was thought that firm bids of 9¾c might possibly bring out one or two tanks in the hands of resellers, but this was not at all a certainty. Spot goods in barrels were named at 11¼c to 11½c per pound.

Cottonseed Oil

The Census Bureau's report, issued late in February, showed that consumption of oil was much heavier in January than had been generally believed and caused both consumers and speculators to quicken their interest in the market. This heavier buying was immediately reflected in a market which rose to 11.70 by the end of last month and continued to rise until spot P. S. Y. sold as high as 12.25 at the close. It is believed that the next report will again show substantial consumption and will result in another wave of buying. Crude, for immediate shipment from the Southeast, sold at 10½c through the first week of the month, with the exception of one day when prices went ¼c higher.

Olive Oil Foots

Foots continue unchanged at 8½c to 9c per pound. Offerings are not heavy, either on spot or for shipment. Consumers show no increasing interest with stocks moving in a routine manner.

Olive Oil

Spot commercial oil in barrels is offered unchanged at from $1.20 to $1.25 per gallon. Buyers are not looking ahead, being content to cover for current needs.

Palm Oil

In spite of the almost total lack of interest on the part of consumers and the late weakness in tallow, prices are holding steady on an unchanged basis. Lagos was named inside at 8⅝c for shipment and from 8¾c to 9c spot. Niger oil was quoted between 8c and 8¼c for shipment and 8⅜c to 8⅝c spot. Offerings have not been heavy either for shipment or on spot.

Palm Kernel Oil

Palm kernel oil has been dull and has not claimed any great deal of attention. The rise in coconut oil, late in February, carried palm kernel to slightly higher levels, but continued inactivity forced them down to an inside of 9¾c in casks and 10c in barrels at closing.

Peanut Oil

Prices were increased to 10¼c f.o.b. mills for crude oil, although the figure is practically nominal in the face of continued limited offerings.

Soya Bean Oil

Demand continues limited, with offerings not any heavier than has ben the case for some time past. Quotations on the Coast are inside at 10½c for goods in sellers' tank cars.

Stearic Acid

The situation has not changed, with buyers showing a steady interest and prices holding at previously quoted figures.

Tallow

The general strengthening of oil prices, late in February, led tallow quotations to slightly higher levels, but a late weakening in the market caused a loss of ⅛c. At the close quotations f.o.b. mills stood at 8½c, with delivered goods named at 8⅝c.

Greases

A steady inquiry is noted and prices are holding well on an unchanged basis. House is named inside at 8⅜c, white ranges from 9c to 11c, and yellow is moving between 8½c and 8¾c.

FISH OILS

Buyers are interested in a routine way and goods are moving steadily into consuming channels at unchanged prices. Cod is named between 65c and 67c a gallon. Light pressed menhaden is quoted inside at 70c. Whale oil prices range betwen 78c and 80c.

Manila Copra Outlook Still Low

The following cable was received by the United States Department of Commerce from American Trade Commissioner Butler, Manila, Philippine Islands, under date of February 20, 1926: "January copra market characterized by strong demand low production high prices. Price slump end of month, further curtailed production, partial price recovery second week February, but production continues low account delayed ripening, present production equivalent resecado delivered Manila 15½ pesos picul. January arrivals 144,000 sacks."

"The copra market continued unsatisfactory. Production still low and inquiries increase, result improved American demand. All Manila mills shut down except two, of which one operating sporadic. Provincial equivalent resecado delivered Manila 15½ pesos picul with trend upward." The foregoing was contained in a cable transmitted Feb. 26, 1926.

Oil Handling Charge Shared

American Far East Line has agreed to absorb 35 cents a ton, as its proportion of the port and handling charges, on shipments of vegetable oils in bulk, through Los Angeles. The Union Pacific has agreed with the Vegetable Oil Products Co., that the handling charge be fixed at 70 cents a ton, in place of the present charge of $1.10. The railroad will absorb the other half.

Monsanto Forms Coal-Tar Company

Monsanto Chemical Works, St. Louis, have formed a separate corporation to represent Graesser-Monsanto Chemical Works, London, in this country on sales of cresylic acid, cresol U. S. P., pure cresols and special tar, and acid fractions. The new company is known as Tar Acid Refining Corp., with registered office at 1724 S. 2nd St., St. Louis, and sales office at 12 Platt St., New York. Edgar M. Queeny is president of the new company.

Perfumery and toilet preparation exports, during 1925, exceeded those of 1924. Tooth soap continued to lead the list, with total exportations of 3,406,000 pounds, valued at $3,221,300.

ESSENTIAL OILS AND AROMATICS

Market Report on

(*As of March* 8, 1925)

Developments in the essential oil market have varied with the individual products during the past month. Chief among the prominent changes were sharp upward movements in oil bergamot and declines in cedarwood, cassia, citronella, peppermint, spearmint, pennyroyal, eucalpytus, and one or two others. Behind the essential oil market, however, were comparatively limited stocks of a number of oils. In some instances, sharp competition between first hands brought pressure on values.

Oil Anise

Has been quiet with little change. Tendency of prices has been toward lower levels as demand has been neglected. Technical oil was offered at 62c. up with redistilled goods at 66c. to 70c. lb. spot.

Oil Bergamot

Spectacular advances in price both here and abroad emulated the previous upward movement in lemon oil. Bergamot closed the period at $7.00, ranging all the way to $7.75 lb. for spot coppers of standard goods. Spot stocks are reported small, although the manner in which the price has been forced up abroad gives the appearance of manipulation there.

Oil Cassia

The price trend has been downward and redistilled oil dipped under the $3.00 mark during the month, sales in some quarters being reported at $2.75 near the close. Technical oil is nominal at $2.60.

Oil Cedar

A price-war in cedarwood drove prices down to levels well below production costs during the period. Sales of fair quality oil were made at 25c. lb. spot N. Y. drums. This is about half of prices ruling some time ago. At this price, good quality oil is a good purchase. Cedarleaf oil, good quality, holds at 90c. to $1.00 lb. unchanged.

Oil Citronella

Prices eased off during the month and sales of spot Schimmel test Ceylon oil were reported made down to 47c. The general run of quotations at the close was 48c. up to 52c. as to seller and quality. Java oil held from 80c. all the way to $1.00 lb. Demand for both has been smaller.

Oil Geranium

Most of the unsettlement in geranium is said to have come from poor goods offered at very low prices on spot. Prices continue low, but show no change from previous levels. Standard Bourbon goods in drums, spot, $2.90 lb. In round lots, down to $2.75. Other oils are available below this level, but are dangerous. On March 6, Reunion cabled geranium prices 18 francs per kilo. African at $3.25 to $3.75 as to quality and seller.

Oil Lavender

Has remained quiet without change. Good quality flower oil has commanded $4.75 to $5.00 lb. Spike also quiet at $1.00 up as to quality.

Oil Peppermint

One of biggest Mid-West factors reported short and to have forced market down to $17.50 late in February to cover. Small sales there. Demand has been quiet, but price rebounded to $19.00 for natural and $21.00 for U. S. P. Stocks in Mid-West estimated 10,000 lbs. unsold. Still said to be several short factors in the market among the dealers in the country.

Oil Rosemary

For decent quality oil spot in drums, 40c. lb. upward is named for technical. Of course, rosemary, such as it is, can still be had down to 30c. Some sellers are close to 50c. for technical. U. S. P. oil at 50c. up.

Oil Sandalwood

Remains firm and unchanged with demand steady at evenly quoted price on spot, $7.10 lb. for Mysort Government oil in original cans. Australian sandalwood named by importer at $5.00 lb. spot.

Oil Spearmint

Has been weak throughout the month and prices have dropped steadily. Now held spot at $9.00 ranging to $9.50 lb.

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of March 9, 1926*)

Although the latter half of February saw some falling off in demand for chemicals generally, the early part of March was characterized by an expansion in some contract shipments. Spot business was not heavy and competition in a few of the chemical staples was slightly keener. On the whole, prices marked time and no pronounced movement either up or down was notable during the period. The consumption of chemicals throughout the country, and consequent basically firm markets, indicates a continuation of general industrial activity.

Acid Cresylic

Although the movement of cresylic acid into consuming channels thus far in 1926 has been far ahead of 1925, a slowing down of demand during the early part of March tended to soften the market. No change in prices, however, was noted. Pale 97-99 was quoted at 66c up to 78c gal. spot as to seller and quality. Dark 95-97 was held at 62c to 59c. Position in England is very strong, 60c c.i.f. being named for shipment for pale.

Creosote Oil

For a No. 1 spot or works, 15c gal. was best. Some special grades were commanding premiums over this. Demand has been good and large lots have moved to consumers. Tar acid oil, 25 per cent, ranged from 30c to 35c gal. as to seller; 15 per cent was 25c to 30c.

Alkalies

Stories of price cutting on some caustic contracts were run down and found to have little behind them but gossip. Tales were plentiful but facts were few. On contract deliveries, movement of goods during the early part of March was better than the rate for February, which was reported somewhat less than January. It would not be surprising if alkali consumption for 1926 breaks all records. Everything hinges, of course, on a continuation of industrial activity.

Ammonia

Aqua ammonia continues in good demand, although competition is slightly keener between makers. Prices are firm and unchanged at 3½c up to 5c lb. for 26 deg. in drums as to quantity. Ammonia carbonate shows stocks larger in this market. German goods are held at 8c to 10 lb.; English at 11c to 12c; domestic at 12c to 13c. lb. Variation as to quality.

Menthol

Prices have dropped further this month and spot cases of natural Japanese are held at $5.60 and $5.75 lb. Synthetic is quoted at $5.25 to $5.50 lb. by the maker.

Glycerin

Continued lack of demand in a large way has further weakened glycerin during the past month. C. P. has been brought down to 24c lb.; drums and dynamite sold off at 22c lb. Crudes were held at the close at 14c for soap lye 80 per cent and 15½ for saponification 88. Although weak at the moment, the potential position of glycerin points to a shortage of available stocks later in the year. Several active short sellers in Chicago have also influenced the market toward lower levels since the beginning of February.

Rosins

Reports indicate that there has been a startling reduction in rosin consumption among soapers during the past six months on account of the prices. During the month, the trend of lower grades was downward, due mostly to lack of demand. The higher grades, however, showed unchanged during the period, with WG closing a trifle higher. Both receipts at Savannah and Jacksonville were reported small during the month, showing no expansion from former reduced quantities. This was more or less balanced by lack of consumer interest during the period. At the close B was $11.25, G $14.00, K $15.50, WG $16.50, and WW $16.70, all at N. Y.

Trisodium Phosphate

Demand and consumption continue active. Makers are shipping in good volume on contract. Makers quote 5c lb. basis bbls. without change.

Caustic Potash

Movement of caustic potash has not been quite as active during the past month as previously. This has been true mostly of spot and new business, contract goods still moving forward in normal quantities. Price 7¼c N. Y. or works, domestic or imported goods.

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid Boric, bbls.	lb.	.09½	.10
Cresylic, 95%, dk., drums	gal.	.63	.66
97-99%, pale, drums	gal.	.66	.70
Formic, 85%, tech.	lb.	.10½	.11
Oxalic, bbls.	lb.	.11	.13
Salicylic, tech.	lb.	.35	.40
Sulfurous, 6% chys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.15	.23
Anhydrous, bbls.	lb.	.19	.25
Alcohol, Ethyl U. S. P., bbls.	gal.	5.00	5.25
Complete Denat., No. 5, drums ext.	gal.	.38	.40
Ammonia Water, 26 deg. drums wks.	lb.	.04½	.06
18 deg. drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.12	.14
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.90	1.00
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Bleaching Powder, drums	100 lb.	2.40	3.00
Bone Black, bbls.	lb.	.06	.07
Borax, pd. cryst, bbls., kgs.	lb.	.05½	.06
Carbon Bisulphide, drums	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic.			
China Clay, filler	ton	15.00	25.00
Creosote, U. S. P., carbys	lb.	.45	.50
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote Oil, drums	gal.	.14	.17
Diethyl Phthalate, drums	lb.	.36	.40
Epsom Salt, tech.	100 lb.	2.00	2.25
U. S. P., bbls.	100 lb.	2.50	3.00
Formaldehyde, bbls.	lb.	.09½	.10
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.24	.25
Dynamite, drums	lb.	.22	.23
Saponification, tanks	lb.	.15½	.16
Soap Lye, tanks	lb.	.14	.15
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl, jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol, cases	lb.	5.60	6.00
Synthetic	lb.	5.25	5.50
Mercury Bichloride, kegs	lb.	1.20	1.30
Iodide, boxes	lb.	4.20	4.30
Oxide, boxes	lb.	2.00	2.10
Ammoniated (White Pet.)	lb.	1.64	1.70
Naphthalene, ref., flake, bbls.	lb.	.06½	.08
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.07½	.10
Paradichlorobenzene, bbls.	lb.	.22	.24
Paraformaldyhyde, cases	lb.	.45	.50
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.23	.25
Pine Oil, bbls.	gal.	.60	.75
Potash, Caustic, drums	lb.	.07¼	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)			
Grade B to H, basis 280 lb. bbl.	bbl.	11.50	14.00
Grade K to N	bbl.	15.50	16.30
Grade WG and WW	bbl.	16.50	16.70
Rotten Stone, powd. bbls.	lb.	.02½	.05
Silica, Ref. floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks, sld	100 lb.	3.10	3.30
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.05	.06
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.14¼	.14½
No. 3, bbls.	lb.	.13¾	.13½
Blown, bbls.	lb.	....	.16
Coconut, Ceylon, bbls., N. Y.	lb.	.11¼	.11½
Tanks, Coast	lb.	.09⅞	.10
Cochin, bbls., N. Y.	lb.	....	....
Tanks, N. Y.	lb.	....	....
Manila, bbls., N. Y.	lb.	.11¼	.11½
Tanks, Pacific Coast	lb.	.09⅞	.10
Edible, bbls., N. Y.	lb.	.14	.15
Cod Newfoundland, bbls.	gal.	.65	.67
Tanks, N. Y.	gal.	.63	.65
Copra, bags	lb.	.05⅜	.06
Corn, ref., bbls., N. Y.	lb.	.13	.13½
Crude, tanks mills	lb.	....	.10⅞
Bbls., N. Y.	lb.	.11½	.12
Cottonseed, crude, tanks mill	lb.	.10½	.11
PSY, bbls., N. Y.	lb.	.12½	.14
Degras, Amer., bbls., N. Y.	lb.	.05	.05½
English, light, bbls., N. Y.	lb.	.05¼	.05½
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04¾
Dark, bbls., N. Y.	lb.	.04	.04¼
Neutral, bbls., N. Y.	lb.	.09	.11
Moellon, bbls., N. Y.	gal.	....	.50
Greases, choice white, bbls., N. Y.	lb.	.13	.13½
Yellow	lb.	.08½	.09
Brown	lb.	....	.08¼
House	lb.	.08½	.08½
Bone naphtha	lb.	....	.08
Lard, prime steam, bbls.	lb.	.15	.16
Compounds, bbls.	lb.	.12¾	.13
Lard Oil, edible prime	lb.	....	.17½
Off prime, bbls.	lb.	....	.14½
Extra, bbls.	lb.	....	.14
Extra, No. 1, bbls.	lb.	....	.14
No. 1, bbls.	lb.	....	.13
No. 2, bbls.	lb.	....	.12¾
Linseed, raw, bbls., spot	lb.	.11	.11½
Tanks, raw	lb.	.10	.10½
Boiled, 5 bbl. lots	lb.	.11½	.12
Menhaden, crude, bbls., works	gal.	....	.55
Crude, tanks, Balt.	gal.	....	.53
Light pressed bbls.	gal.	.70	.72
Yellow, bleached, bbls.	gal.	.73	.75
Extra bleached, bbls.	gal.	.76	.77
Oleo Oil, No. 1, bbls., N. Y.	lb.	....	.13
No. 2, bbls., N. Y.	lb.	....	.12
No. 3, bbls., N. Y.	lb.	....	.11½
Olive, denatured, bbls., N. Y.	gal.	1.20	1.25
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	.08¾	.09
Shipments	lb.	.08½	.09
Palm Lagos, casks	lb.	.08¾	.09
Niger, casks	lb.	.08¼	.08½
Palm Kernel, bbl., N. Y.	lb.	.10	.10½
Peanut, refined, bbls., N. Y.	lb.	.15	.16
Crude, bbls., N. Y.	lb.	....	.10
Red Oil, distilled, bbls.	lb.	.10¾	.10¾
Saponified, bbls.	lb.	.11	.12
Tanks	lb.	.10½	.11
Sod Oil, bbls., N. Y.	gal.	....	.40
Soya Bean, crude, tks., Pacific Coast	lb.	.10⅜	.10⅜
Crude, tanks, N. Y.	lb.	....	.13
Crude, bbls., N. Y.	lb.	....	.12½
Refined, bbls., N. Y.	lb.	....	.14
Stearic Acid, s. p. 200 lb. bags	lb.	....	.15½
Double pressed	lb.	.15¾	.16¼
Triple pressed, bgs.	lb.	.18	.18¾
Stearine oleo, bbls.	lb.	.12¾	.13
Tallow, edible tierces	lb.	.11	.11½
City, extra loose	lb.	.09⅜	.10
Tallow oils, acidless, tanks, N. Y.	lb.	....	.11¾
Bbls., c.i.f., N. Y.	lb.	....	.12¾
Whale, nat. winter, bbls., N. Y.	gal.	....	.78
Blchd., winter, bbls., N. Y.	gal.	....	.80
Extra blchd., bbls., N. Y.	gal.	....	.82

CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	3.00	3.50
Bitter ff, P. A.	lb.	3.25	3.75
Sweet, cans	lb.	.95	1.00
Apricot, Kernel, cans	lb.	.60	.70
Anise, Tech., case	lb.	.63	.65
U. S. P., cans	lb.	.66	.75
Australian Sandalwood	lb.	5.00	5.50
Bay, tins	lb.	2.15	2.25
Bergamot, coppers	lb.	7.00	8.00
Artificial, cans	lb.	2.00	2.20
Birch Tar, rect., bot.	lb.	.50	.60
Crude, tins	lb.	.20	.25
Bois de Rose, tins	lb.	3.10	3.25
Cade, cans	lb.	.28	.30
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	....	.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	3.00	3.25
Rectified, tins	lb.	3.25	3.50
Cassia, 80-85%	lb.	2.70	3.00
Redistilled, U. S. P., cans	lb.	2.90	3.00
Cedar Leaf, tins	lb.	.85	1.00
Cedar Wood, light, drums	lb.	.25	.30
Citronella, Ceylon, drums	lb.	.48	.52
Java, drums	lb.	.80	.90
Cloves, U. S. P., cans	lb.	1.85	2.00
Copaiba	lb.	.48	.50
Erigeron, 20 lb. tins	lb.	6.50	7.00
Eucalyptus, Austl., U. S. P. cans	lb.	.55	.58
Fennel, U. S. P., tins	lb.	.85	.90
Geranium, African, cans	lb.	3.25	3.75
Bourbon, tins	lb.	2.75	3.00
Hemlock, tins	lb.	.90	.95
Lavender, U. S. P., tins	lb.	4.75	5.00
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., S. P.	lb.	3.10	3.50
Lemongrass, native cans	lb.	1.10	1.25
Linaloe, Mex., cases	lb.	3.00	3.25
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.90	2.00
Orange, bitter, tins	lb.	2.70	2.75
Sweet W. Ind., tins	lb.	2.70	2.80
Italian, cop.	lb.	3.10	3.30
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	5.50	6.00
Pennyroyal, dom.	lb.	2.50	2.75
Imported	lb.	2.40	2.60
Peppermint, nat cases	lb.	19.00	20.00
Redis, U. S. P., cases	lb.	21.00	22.00
Jap. demen. (in bond)	lb.	3.00	3.25
Petit Grain, S. A., tins	lb.	2.25	2.35
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.50	.60
Tech., lb. tins	lb.	.40	.45
Sandalwood, E. Ind. U. S. P	lb.	7.10	7.25
W. Indian (Amayris)	lb.	2.00	2.25
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.27	.30
Spearmint, U. S. P.	lb.	9.00	9.50
Spruce	lb.	.90	.95
Thyme, red, U. S. P.	lb.	.80	.90
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetivert, Bourbon	lb.	15.00	17.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	7.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal	....	2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	....	2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	6.00	6.25
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.31	.32
Thymol, U. S. P.	lb.	4.00	4.10

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.35	1.40
Citronellol	lb.	7.50	9.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.25	3.30
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.85	2.00
Hydroxycitronellal	lb.	12.00	14.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	10.00	11.00
Linalyl Acetate	lb.	8.00	9.50
Menthol	lb.	5.25	5.50
Methyl Acetophenone	lb.	3.75	4.00
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.42	.48
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	10.00	10.50
Ketone	lb.	11.50	12.00
Xylene	lb.	3.25	3.50
Phenylacetaldehyde	lb.	8.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot	lb.	6.00	7.00
Terpinyl Acetate, 25 lb. cans	lb.	1.25	1.35
Terpeneol, CP, 1,000 lb. drs.	lb.	.29	.31
Cans	lb.	.30	.32
Thymol	lb.	4.00	4.25
Vanillin, U. S. P.	oz.	.49	.50

Miscellaneous

Gums—			
Arabic, Amb. Sts.	lb.	.13	.14
White powdered	lb.	.21	.25
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.70	1.80
Sorts	lb.	.60	.75
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.21	.22
Bees, white	lb.	.62	.65
African, bgs.	lb.	.42	.45
Refined, yel.	lb.	.48	.50
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	.48	.50
No. 2, Yel.	lb.	.45	.47
No. 3, Chalky	lb.	.36	.38
Japan, cases	lb.	.18	.21
Paraffin, ref. 125-130	lb.	.06¾	.07
Pine Oil, stm. dist.	gal.	.65	.70
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.33	.35

Export $582,100 Soap in January

Exports of soap in January were valued at $582,100, according to the Bureau of Foreign and Domestic Commerce, which states: "The total exports of toilet goods varied slightly, having decreased from $1,166,500 (6,614,000 pounds) in January, 1925, to $1,153,300 (6,566,700 pounds) in January, 1926, the imports fell nearly one-half from $924,000 to $487,200. Of these amounts, $582,100 for the exports and $72,500 for the imports were soap. Exports of toilet preparations were perfumery and toilet water, 30,900 pounds, $26,200; talcum and toilet powder, 266,800 pounds, $128,300; creams, rouges and other cosmetics, 135,600 pounds, $91,400; dental creams, 192,500 pounds, $213,300; other dentifrices, 34,200 pounds, $24,500; and other toilet preparations, 102,400 pounds, $87,600. Imports were perfumery, bay rum and toilet waters, $120,000; perfume materials, $242,000, and cosmetics, powders and creams, $53,100."

Robert DuBois, director of sales of the Graesser-Monsanto Chemical Works, Ruabon, N. Wales, sailed for Europe Mar. 6 after a six weeks stay in the United States to attend the annual Monsanto Chemical Works sales convention in St. Louis.

Soap Imports for 1924 and 1925

Comparative imports and exports of soaps into and from the United States for 1924 and 1925 were as follows:

Imports into U. S.

	1924 Pounds	1925 Pounds
Castile	1,740,562	1,823,541
Toilet	933,814	1,073,716
Other	2,198,028	2,569,529

Exports from U. S.

	1924 Pounds	1925 Pounds
Toilet or Fancy	5,376,453	6,749,339
Laundry	54,276,016	55,784,860
Other	17,724,053	13,098,254

The Chicago Drug and Chemical Association held a monthly luncheon on Thursday, February 25, at the Hamilton Club, Chicago, where John S. Martin gave a short talk on "optimism." Mr. Martin is a past president of the International Optimists Club. Applications for membership were received from Fred P. Parson, of Humiston Keeling Co.; A. J. Anderson, of Richard M. Krause; J. McDowell Murphy, of Wing & Evans, Inc.; Walter H. Jelly, of M. L. Barrett Co.; E. W. Carpenter, of General Chemical Co.; T. W. Fenger, of Mathieson Alkali Works.

Incorporations and Changes

Post Road Products Corp., Scodack Landing, N. Y., was recently incorporated in New York, with 100 shares at $100 each and 600 shares with no par value, to manufaceure soap. The attorneys were Tobin, Wiswall, Walton & Wood, Albany, N. Y.

D. R. Franklin Co., New York, has incorporated under New York laws to manufacture shoe polishes. The company is capitalized at $100,000. Coman & Levenson, New York, acted as attorneys for the incorporators.

Fred. J. Whitlow & Co., Ltd., Toronto, Can., has been incorporated to manufacture soaps and perfumes. The company is capitalized at $60,000 and was incorporated by J. M. Bullen, H. L. Steele and Norman S. Robertson.

Purity Tallow and Soap Co., Redwood, Cal., was recently incorporated by Orlando Pellegrini and Lazzaro Martinelli, Colma, Cal.

Spanish Royal Soap Products, Astoria, L. I., has incorporated in New York with 200 shares of no par value stock. E. W. Manning, 38 Park Row, New York, acted as attorney for the company.

Milton Cahn Co., New York, has been incorporated, with a capital of $50,000, to manufacture soap. The incorporators were M. L. and L. Cahn and C. Kushner.

Heyden Chemical Corp., New York, acquired the entire business of the Norvell Chemical Corp., New York, February 26. The Perth Amboy, N. J., plant of the Norvell Chemical Co. will be continued in operation by the new owner, along with the Heyden factory at Garfield, N. J.

C. Leith Speiden, Innis Speiden & Co., New York, was recently elected president of the New York Junior Board of Trade and Transportation.

Imports of beeswax and other animal waxes totaled 354,476 pounds in December, 1925. The goods were valued at $131,415.

(*Continued from page 47*)

mits this disease from squirrels and rats to man. The East and West African and the Persian types of relapsing fever are also transmitted by a tick. In the latter case these insects hide in the crevices and cracks of the house and at night come out and feed upon the sleeping persons and thus infect them.

The bedbug is responsible for the transmission of the European type of relapsing fever which is found especially in Russia. This universal nuisance is, of course, handled by standard means, with which perhaps some of you are familiar. However, the traveler in infected districts may find it difficult to avoid an infection. Fortunately with the discovery of salvarsan, we have a specific for this disease. This same remedy may be used with equally good results in yaws, gangosa and the other forms of relapsing fever. There are other diseases for which insects are responsible, but those detailed are the more important ones.

THERE is a final thought which I wish to present to you. I cannot help but believe there is a certain beneficent effect which results to the human race from the possibilities of epidemics, plague and transmissible diseases. When any collection of people or any country so far degenerate as to lose all desire for cleanliness and hygiene and proper living and subsist in dirt and filth, it is only a question of time until an epidemic comes along and kills them off. In the meanwhile their resistance and bodily vitality has been reduced to the extent that with the increased amount of preventable disease there is a high death rate among adults, a higher death rate among infants, a lower birth rate and they go backward. Unfortunately it happens with the workings of nature's laws that the innocent must suffer with the guilty. I am of the opinion that even without any disease at the beginning, it would only be a question of time until a multitude of persons living under such conditions developed their own diseases.

There is an old saying that "virtue is its own reward." I think one could well say that cleanliness has a much greater reward in the way of health and longer life and happiness. It would seem that those who are engaged in making the world cleaner and destroying the causes of disease are engaged in a most important and responsible duty and should have the thanks and co-operation of all concerned and that is everyone.

CLASSIFIED ADVERTISING

Classified Advertising—Rates for advertising in this section,—5 cents per word, minimum charge of $1.00 per insertion, cash with order. Special rates for yearly orders.

Bags, Burlaps and Bagging bought and sold. L. Schwartz & Co., 303 Cherry St., New York City. Cable address—Wartzbag.

Powdered Soap—Desire to have made up under our brand finely powdered good lathering Soap for laundry use. Either American or Canadian firm who can ship to Edmonton, Alberta. Submit proposal to Box 123, care of SOAP.

South Africa—We are interested in oils for soap-making, also other raw materials for the soap trade. What can you offer c.i.f. Cape Town, Port Elizabeth, or Durban, South Africa. Large soap maker is buyer. Sight draft. Description of packages and details must accompany initial offers. Bank: Standard Bank of South Africa, Cape Town. Communicate with Harry P. Beck, Ltd., 106 Adderley St., Cape Town, S. A.

Wanted—Desire to buy for cash: soap crutcher, amalgamator, frames, racks, kettles, cutting tables, tanks, pumps, trucks, fans, heating coils, chilling rolls, filter presses, remelters, wrapping machines, mills, dryers, slabbers, mixers, etc. Box 122, care of SOAP.

Chemist—Desire position as soap chemist where a number of years experience will be of value in advancement. Will also buy part interest in small plant if proposition is right. Write, L. B., Box 123, care of SOAP.

Back Copies—The New York Public Library desires to secure a complete back file of SOAP. Issues of Sept., Oct., Nov., and Dec., 1925, are missing and cannot be supplied by the publishers. Copies of these issues will be sincerely appreciated by E. H. Anderson, Director, New York Public Library, 476 Fifth Ave., New York.

Stearic Acid—Japanese consumer is interested in white double pressed stearic acid, c.i.f. Kobe in large quantities. Write to Box 125, care of SOAP.

Chemist and Perfumer—Married man with pharmaceutical education, thoroughly experienced and capable of manufacturing and assembling a full line of household and veterinary remedies, flavoring extracts, cosmetics, perfumes and toilet preparations, for a large mid-west concern. Must have thorough knowledge of bottling, labelling, and packaging and be fully competent to direct and manage laboratory help. State age, height, weight, salary expected, with full details of past experience and give references and names of past employers in first letter. Address T. M. Sayman Products Co., 2111 Franklin Ave., St. Louis, Mo.

Soap Production Man—Man of high calibre with production experience wanted by Mid-West soap manufacturer. Duty to place and keep plant at maximum output, and to reduce time of manufacture. Engineer with technical degree preferred. Good opportunity at good salary for right man. Write to Box 126, care of SOAP.

Index to Advertisers

Terpineol G-D

THE recent addition at our Delawanna Plant gives us the distinction of now being the largest manufacturers of Terpineol in the world.

THE new process by which our Terpineol is manufactured assures a higher degree of purity as well as uniformity of odor, and the soap manufacturer can purchase Terpineol G-D with the utmost confidence that he is purchasing a product of the highest standard and at a price consistent with good merchandising principles.

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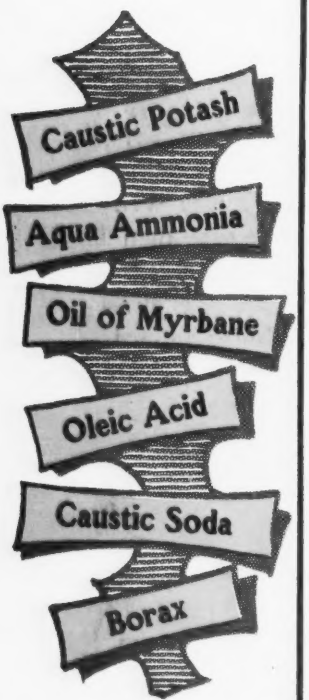
Chemical Supplies *for* Soapmakers



IN soapmaking—the intensive requirement for Chemical and Raw Products of definitely fixed and proper qualification is one wherein the Klipstein reputation for reliable materials, fair dealing and organized service is most fully realized.

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